

40/10 12/50

BEARINGS FROM POLAND. FLY & METALS LTD. Tel. (01)-760 4386

COWIE FLEET Cars, Vans, Trucks, Contract Hire. Finance - Nationwide. COWIE FLEET DIVISION Head Office: MILLFIELD HOUSE, WYNTON ROAD, BLUNDELAND SPA 7BA. TEL: BLUNDELAND 20871. TEL: 01-266 20871.

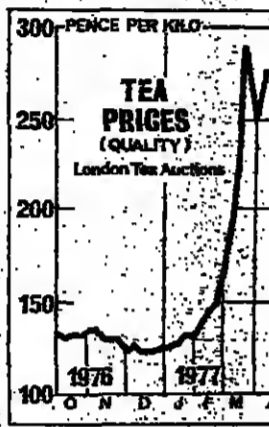
NEWS SUMMARY

GENERAL

Forster backs down on Namibia. Vorster, the South African Prime Minister, has agreed to continue with legislation to stall an ethnically-based government in Namibia...

BUSINESS

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2. Official markings, at 484.2, were the highest since March 16.



U.S. President shows hand in NATO and Middle East

Europe fears call by Carter for more defence spending

BY MALCOLM RUTHERFORD. President Carter is expected to call for a major review of the workings of the Atlantic Alliance when he addresses the NATO summit meeting in London to-day. His statement is awaited with some apprehension in Europe because of fears that it will include a request for increased defence spending...

Dearer food keeps up output prices

BY PETER RIDDELL, ECONOMICS CORRESPONDENT. A FURTHER sharp rise in the costs and prices of food manufacturers is delaying the long-awaited slowdown in the rate of increase in industry's factory gate (output) prices.

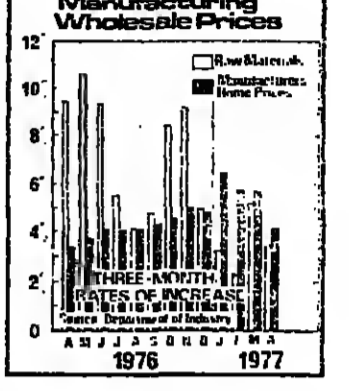


Table with columns: Output (home sales), Materials facts. Rows for 1976 and 1977 (1st, 2nd, 3rd, 4th, 1st).

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Equities gain 4.1 in active trading. EQUITIES fluctuated, but closed at the day's best. The FT 30-Share Index rose 4.1 to 484.2.

Signs that Paisley may be willing to end strike

BY ROY HODSON IN NORTHERN IRELAND. THERE WERE signs yesterday that the Rev. Ian Paisley might be willing to call off the Protestant Loyalist strike in Ulster in return for new assurances about security measures against the IRA.

COMPANIES

Table listing company names and their share price changes. Includes Kwik-Fit, NatWest, Revyco Parsons, Thomson Org., Travis & Arnold, etc.

U.S. Steel to raise prices 3.5%

BY STEWART FLEMING. NEW YORK, May 9. U.S. STEEL, the company which dominates the U.S. steel industry and accounts for about one-fifth of raw steel production, to-day announced price increases much lower than those proposed by Republic Steel on Friday.

PRICE CHANGES YESTERDAY

Table showing price changes for various commodities like Wheat, Corn, Soybeans, etc.

Keep your options open with Portakabin instant accommodation. Advertisement for Portakabin units, including an image of a unit and contact information for Portakabin Ltd.

Table listing various sections of the newspaper and their corresponding page numbers, such as 'ON OTHER PAGES', 'FEATURES', 'FT SURVEY', etc.

LOMBARD

In defence of gas guzzling

BY ANTHONY HARRIS

PRESIDENT CARTER has received much praise for his attempt to persuade his country to take any energy problem seriously, and a good deal of it is no doubt deserved...

Better value

In any case you cannot measure the economy of a car simply in miles per gallon. Fuel is not the only running cost of a car, and miles do not measure the service delivered...

RACING

BY DOMINIC WIGAN

Bessie Wallis looks good for Oaks run-up

SOME highly-rated fillies are expected to travel to Epsom for the Oaks in three weeks' time...



CHAMPION JOCKEY Pat Eddery, who rides St. Theresa, Dominic Wigan's nap at York to-day.

The probable outcome is a victory for the once-raced Bessie Wallis over Pulchella. At present, they stand at 20 to 1 and 40 to 1 respectively in the Oaks market.

SALEROOM

BY ANTONY THORNCROFT

Record for greenstone mask

A TEOHUACAN pale greenstone mask, proved in central Mexico to be the finest and least like to lead up to a recommendation that the best way to provide against the coming famine would be to encourage Egyptians to eat more home-produced grain...

be an informative race, I am prepared to go along with the Marriott stables representative, for whom Hastings-Bass has secured Pat Eddery...

FILM AND VIDEO

BY JOHN CHITCOCK

New areas of growth for the TV industry

AS ECONOMIC anxieties surround a success industry of the post-war years—television—relief in the form of new areas of growth could be at hand.

Stimulus

Yet events have been happening rather suddenly in the past few months and there is now more evidence to suggest that videocassettes and other new devices could provide a major stimulus to the TV industry...

Annual sales

Meanwhile, back in downturned Europe, BASF has come up with some interesting forecasts which suggest that the West German leader in the raw tape market is also getting very interested in the prospects...

TV/Radio

Table with columns for BBC 1, BBC 2, and other radio stations, listing programmes and times.

F.T. CROSSWORD PUZZLE No. 3376

Crossword puzzle grid with clues for Across and Down.

Table listing various radio stations and their programmes, including BBC 1, BBC 2, and others.

RADIO 1

Table listing radio programmes for Radio 1, including 'The World at Six', 'The World at Seven', etc.

Table listing radio programmes for other stations like Radio 2, Radio 3, etc.

RADIO 2

Table listing radio programmes for Radio 2, including 'The World at Six', 'The World at Seven', etc.

APPOINTMENTS

Reorganisation in Econa group

Mr. H. R. Scott has retired as managing director of ECONA, but remains chairman. He has also retired as a director of group subsidiaries...

Down section of the crossword puzzle with clues and answers.

Additional radio programmes and station information.

Joy 10 1250

Milady's Silver Musick

There will be few more elaborate productions to the Jubilee celebrations than Milady's Silver Musick, a masque written and directed by Martin Duncan. The events of the reign of both Edward VI and Elizabeth I were celebrated with masques, visual spectacles which glorified the monarch and provided the opportunity for the artist to show his skills.

Elizabeth Hall
Ligeti by DOMINIC GILL

Four years ago this month, the European Broadcasting Union relayed from Vienna an evening's homage to the Hungarian composer György Ligeti on the occasion of his 50th birthday, during the course of which a number of the major orchestral and chamber works were played. The following year, Lina Lalandi's English Bach Festival gave us another programme devoted to a selection of Ligeti's chamber-orchestral and chamber works. May must be Ligeti-month in London. On Sunday evening, the 18th London Music Digest offered an all-Ligeti programme of five chamber works—ranging from the early (or as Ligeti himself calls it, "archaic") *Six Bagatelles* for wind quintet of 1953 to a new work for two pianos, and took in by the way the two string quartets, and the later, epigrammatic *Ten pieces* for wind quintet (the concert was also broadcast, partly live, partly delayed, on Radio 3).

Anthony Thornecroft
Anita O'Day

Anita O'Day is dynamic, living of the essence of that bird, the genuine jazz singer. Using her voice like a multi-line instrument—trumpet, saxophone or trombone—she sings before and after the beat, sometimes on it, making use of intervals and spaces, bending, rising, clipping, gliding and gliding the words and music of quality lyrics and melodists in a totally unconventional way. Conventional singing has never seen Miss O'Day's business ever since she hit the jazz world with Gene Krupa band in 1941 when she startled musicians and public alike with her instrument-inspired, quirky phrasing. All these years—and a vacillating career—later she has developed, now perfected, her idiosyncratic style to a degree that is walk-high unique. She is infectious and never seriously showing it off until the end of the week through handicapped by a crutch rhythm section which is idly inept. Unsurprisingly her repertoire draws exclusively from durable standards and after quality contemporary songs—"Soon It's gonna rain," "Send in the clowns," "On a clear day" and her theme, "Wave". She also does a stunning version of "Fog Brothers," an old-fashioned saxophone virtuoso piece made famous by the Woody Herman band in 1947. Past tunes are, in fact, her forte yet she brings remarkable sing to Billy Strayhorn's poignant "Lush Life". In three sets every night she demonstrates the art of jazz singing, an art in which she has few superiors.



Anna Carter and George Murcell in the St. George's Theatre production of 'The Merchant of Venice'

most widely-known, is the *Requiem* of 1963-65 scored for part chorus, whose firm movement was used to memorable effect—though to Ligeti's chagrin and without his permission—by Kubrick in the soundtrack of his film *2001*. But since the mid-1960s, after a brief flirtation with John Cage and Fluxus (the "anti-operas" *Aventures* and *Nouvelles aventures*, and the

The Entertainment Guide is on Page 33

Parcell Room
Niños cantores de Navarra by RONALD CRICHTON

Compared with recent years, Spanish music is thinly represented in the English Bach Festival: once again, the complete *Atalanta* has proved elusive. Nothing daunted, Miss Lalandi has ever found something new, unusual and worth hearing. The Niños cantores de Navarra are boys from the School of St. Ignatius at Pamplona founded by the director of the ensemble, Father José María Guicochea. One of the five boys was heard at the 1976 Festival in Falla's *Puppet Show*. This time, his voice changed to alto and grown about a foot taller, he was unrecognisable, but two at least of his treble colleagues made the same well-remembered, pungent sound. The singing gave much and varied pleasure, not least because it was such a change from our native style, still smooth and well-behaved in spite of encouragement from Britten and composers after him to sing like real boys and not like the Victorian conception of angels. The Cantores do not bother much, if at all, about blend. Intonation varied from decent to wildly erratic, and seemed not to be greatly helped by such aids as pitch-pipes, occasional notes from a guitar or, in one group, from a harp. It was surprising how often this didn't matter, but the most illuminating singing came in motets by Victoria and "villancas espirituales" by his contemporary, Francisco Guerrero. Here the trebles, especially, were utterly absorbed in their independent lines, singing naturally and expressively with complete rhythmic freedom and rather vague pitch. The vertical side of the music suffered but the horizontal lines were red-hot and that, surely, is what polyphonic music is about. One of the things that remain for this Festival to do is to fill in our hazy and woefully incomplete picture of the Spanish 16th-century masters. One of the Guerrero pieces, "O, Virgen, cuando os miro," was marvelously spirited and joyful, with rocketing intervals.

St. John's, Smith Square
The Brahms Trio by DAVID MURRAY

The Brahms Trio of Munich is a piano trio (that is to say, with violin and cello), and Brahms wrote only three of those. Do they really include one of them in every concert? In some cases, they do. In Sunday evening concert with his B major Trio op. 8, and made it immediately clear that their collective name was not lightly chosen. Though their pianist Kirsti Hjart doesn't lack strength, she has the light, unaggressive touch traditionally expected of pianists of her sex. Since Conrad von der Goltz and Jan Ptaszek — excellently matched—supply string tone that is romantically full and rounded, the usual problems of balance in this medium are solved in advance. The early Brahms work (however much revised later) assigns long stretches of busy accompaniment to the piano, which here for once didn't need to sound anxiously restrained while the cellist rose expansively. Their ensemble is faultless, bearing the marks of a long and comprehensively sympathetic collaboration. The lyrical warmth and insight of the Brahms was quite remarkable, if the Scherzo was less

Art exhibitions and books

From Claude to Churchill

by DENYS SUTTON, Editor of Apollo

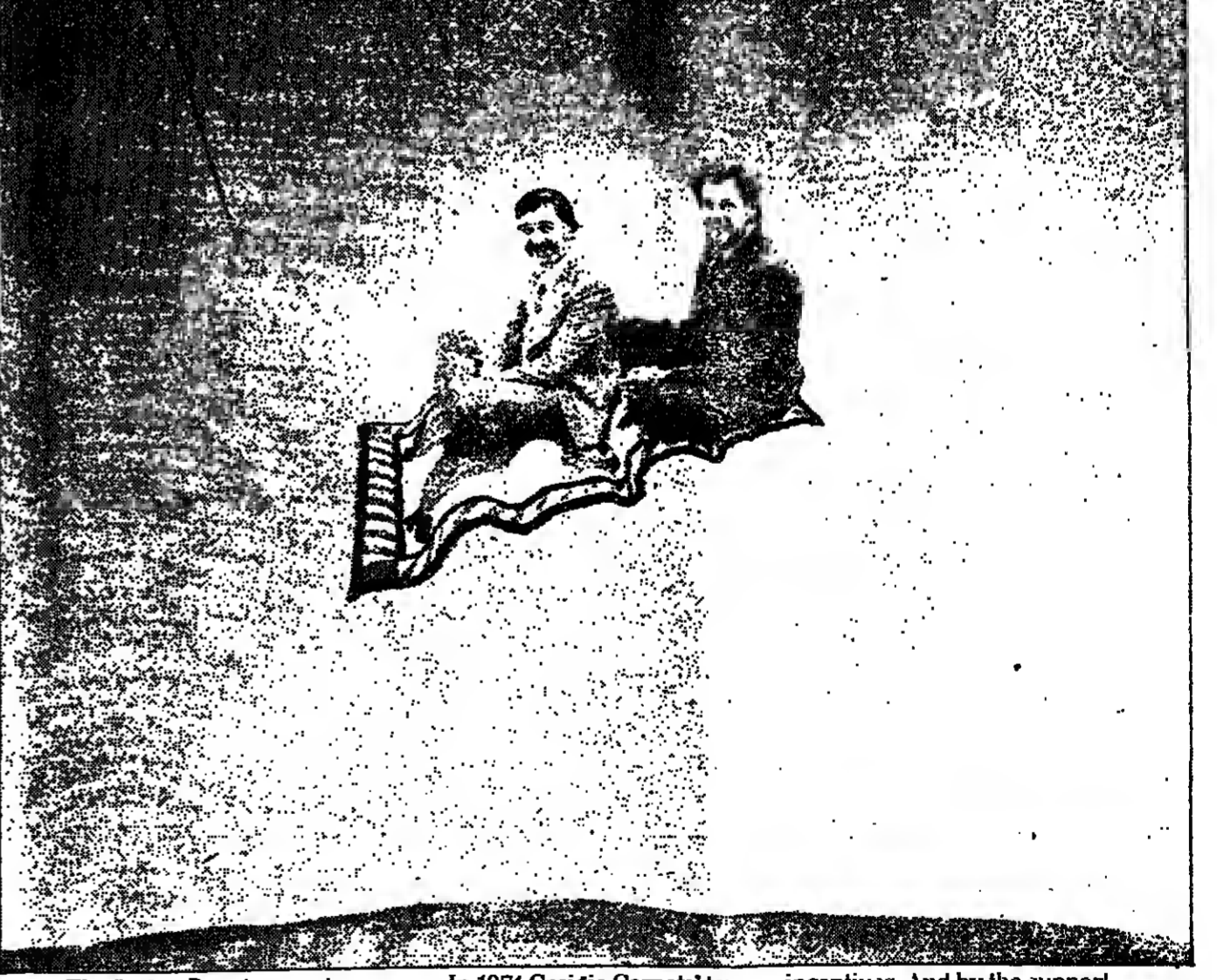
Agnew's is exhibiting a group of Old Master drawings from the celebrated collection of Thomas Goyen, many of which come from the first Earl of Leicester. He became interested in art on his Grand Tour, writing home from Rome in 1704 that he had turned into "a perfect virtuoso, and a great lover of pictures." Rome offered him ample opportunity to familiarise himself not only with her ancient monuments, but with modern art. He had a useful guide in William Kent and visited the studios of a number of artists, meeting Solimena, Benedetto Luti, Cosmè, Trevizani and others. It was as if a mirror of the 1820s did the rounds of the Paris studios and got to know Picasso and Derain, Matisse and Van Dongen.



A winter scene by Van Goyen

Some of the drawings were bought by Lord Leicester; others were acquired on his behalf by Gavin Hamilton, painter, archaeologist and dealer. The selection of Agnew's is interesting and attractive. It includes a sheet by Veronese which, however, does not suggest the sumptuousness of this artist's colour, and a charming drawing of St. George and the Dragon by Salviati. Pride of place is held by the Claudes which so romantically evoke an Italy in which realism and freedom. Van Goyen was an artist who loved browns and greens and could ring the changes on a relatively restricted palette. He used monochrome with particular distinction, thereby suggesting how much Boucher, in his sketches, owed to the Dutch 17th-century School. How well Van Goyen can conjure up the life of the times as in the exquisite *View near Dordrecht*, from the Fitzwilliam Museum, Cambridge! This show, which emphasises the debt Turner owed to his predecessor, has prompted the publication of a monograph with interesting accounts of the taste for Van Goyen in Britain and the development of his art. Dutch painting of the Golden Age is apt to be rather taken for granted. Exceptional interest is aroused, therefore, by Baruch D. Kirshenbaum's *The Religious and Historical Paintings of Jan Steen*, just published by the John Jacobs Gallery (Molcomb Paldon Press £20.00). It is a book that provides considerable insight into the nature not only of Steen's work, which is apt to be rather dismissed, but of that one thing it shows that the nature of painting was more complex than is often realised and for another it emphasises that Steen was a most unusual person. Steen's treatment of his material, much of it classical in inspiration, was more sophisticated than many will have realised. Mr. Kirshenbaum's volume is interesting in that the uniqueness of Steen's historical vision lay in the way in which he transferred rich expatriate upper-class Americans. Her mother was a friend of Henry James; so was Miss Sands who talked about him with grace and insight. Miss Sands studied art in Paris and chummed up with Nan Hudson. Miss Sands had a sociable disposition entertained with style and knew many of the most interesting people of her time — Sickert, George Moore, Logan Pearsall Smith, Virginia Woolf, Duncan Grant and L. P. Hartley. The material at Mrs. Baron's disposal sounds enticing enough, but most of the letters quoted or paraphrased are on the trivial side, and Mrs. Baron is at her most judicious when writing about the early period and of Ethel Sands' relations with Sickert. Like Ethel Sands, Sir Winston Churchill was an admirer of Churchill did not follow his master in his own work, but was more in the tradition of Sargent. One of the works in the Silver Jubilee show of Sir Winston's work at Knechtel's is after a painting by this artist. Churchill took up painting as a pastime and, though it would be exaggerated to stake too great a claim for his artistic achievement, a strong personality marks his painting. *Sunset over the Sea*, painted in about 1925, could well stand alongside a Nolde. His Self-Portrait, of about 1920, is interestingly introspective. The exhibition may be enjoyed in its own right and as a salute to this grand Englishman, whose memory rests evergreen in the hearts of many of his compatriots; to be a painter and a patriot is an excellent combination, worth recalling at a time of national decision!

HOW IRVINE NEW TOWN GAVE ONE COMPANY A MAGIC CARPET RIDE.



The Irvine Development Corporation has something of a reputation for looking after the Goliaths of the company world. Like Beecham, Hyster, SKF and Volvo. What's not so well known perhaps is the great care we take of what might be called the Tom Thumbs of the company world. Like Craigie Carpets. Founded six years ago by Fred Duckworth and his wife Pat, Craigie Carpets caters for a highly specialist market, producing top quality, handtufted, pure new wool carpets, rugs and wallhangings to customers' orders and special requirements, and often to their own individual designs. In 1974 Craigie Carpets' ten full time staff moved into an Irvine New Town double unit advance factory of 4,200 square feet. And the Company really started going places. Exporting to the U.S.A., Jamaica, Africa, Europe and even to that carpet makers' Mecca, the Middle East. Craigie Carpets found Irvine to be well situated for both national and international communications by road, rail, sea and air, but were originally attracted to the town by the ready availability of advance factory space, either for sale or lease. By the generous grants, loans and development incentives. And by the support, encouragement and assistance of the Corporation's professional staff. As Craigie Carpets soon discovered, Irvine New Town really lays out the red carpet for new companies. Whether the company is a Goliath or a Tom Thumb. For further information on Irvine please contact Michael S. Thomson, Commercial Director. Irvine Development Corporation, Perceton House, Irvine. Ayrshire KA11 2AL. Tel: Irvine 74100 Telex: 778984 or London Office, The Scottish New Towns, 18 Cockspur Street, London SW1V 5BL. Tel: 01-930 2531 Telex: 25408.

New York's Hotel Pierre... where you are surrounded by the best, inside and out.

For reservations and information in the U.K., call London, 01-567-3444.

Bugged?

Are your conversations "bugged"? Protect yourself with "Bug-Off" - the only device that gives you the right signals to prevent any eavesdropping on your conversations. Call James Reynolds at 01-238 9112 or Telex 918055.

Ask for details on complete CCC coding and copy-righted device from our sales office in London.

COMMUNICATION CONTROL SYSTEMS
Specialist services provided

EUROPEAN NEWS

Tindemans seeks a four-party coalition

By David Buchan

BRUSSELS, May 9. MR. LEO TINDEMANS, Belgium's caretaker Prime Minister, today opened four-party talks on forming a coalition with an agreed programme of regional reform...

Over 6,000 stand in Spain poll

BY ROGER MATTHEWS

MADRID, May 9. MORE THAN 6,000 candidates plan to run in the Spanish general elections on June 12. When the deadline expired last night for the presentation of candidates...

Spanish industry gets cold feet on EEC membership

BY REGINALD DALE, EUROPEAN EDITOR, RECENTLY IN SPAIN

ON PAPER it all looks easy. Next month the Spanish people hold their first free elections in over 40 years. The new Government takes steps to repair the country's ravaged economy...

Cabin staff strike at SAS

By William Duffforce

STOCKHOLM, May 9.

ABOUT two-thirds of Scandinavian Airlines System's more than 2,000 cabin staff went on strike from 1 a.m. to-day after their Commercial Officials Union had rejected the 3.5 per cent salary increase proposed by the official arbitrator...

Such hesitations are not, by a large measure, shared by the agricultural community, which has long seen major benefits in EEC membership...

Such hesitations are not, by a large measure, shared by the agricultural community, which has long seen major benefits in EEC membership...

Such hesitations are not, by a large measure, shared by the agricultural community, which has long seen major benefits in EEC membership...

Sotheby's Italian 'sale of century' halted

BY PAUL BETTS

ITALIAN AUTHORITIES cancelled Sotheby's Italian 'sale of the century' only hours before it was due to start in Florence tonight.

Among the 988 lots were a Madonna by Lorenzetti, drawings by Correggio, and the highlight of the collection, an altar-piece by Mantegna di Nardo. Other lots included a fine collection of furniture, china, silver and toys.

Dutch to limit saccharine

BY MICHAEL VAN OS

AMSTERDAM, May 9.

THE USE of the artificial sweetener saccharine in Dutch foodstuffs and drinks will be banned, Mr. Jo Hendriks, the State Secretary at the Health Ministry, announced in The Hague.

Tunisia seizes fish boats

BY OUR OWN CORRESPONDENT

ROME, May 9.

THE SO-CALLED Sardinia War between Italy and Tunisia has erupted again with the seizure yesterday of four Sicilian fishing vessels by Tunisian patrol boats.

50 Avenue Foch. Habiler Avenue Foch, à Paris? Autant habiter le bon côté. Côté droit, quand on descend Côté soleil. Côté gauche, toutes les grandes avenues du monde ont un bon côté. Avenue Foch, depuis un siècle, les plus recherchés sont les numéros pairs.

TUBACEX ANNUAL GENERAL MEETING. Steady progress in 1976. Net profit of Ptas. 228 million. Gross dividend of 10.58%. Forthcoming programme of government investment facilities.

Handwritten scribble at the bottom of the page.

Joyce 1250

EUROPEAN NEWS

EEC gives Ireland ultimatum on fish ban

By Robin Reeves
BRUSSELS, May 9. THE EUROPEAN Commission has given the Irish Government until tomorrow to lift its unilateral ban on all fishing vessels of 30 feet or more...

Bonn may introduce job creation programme

BY ADRIAN DICKS
WEST GERMANY, reacting to last week's disappointing unemployment figures, is actively considering fresh steps to tackle the hard-core, 'structural' aspects of the problem...

Price rises slow slightly in March says OECD

PARIS, May 9. INFLATION in Portugal, Spain and Italy is still running at rates equivalent to more than 20 per cent a year...

Friction between Giscard and Gaullists continues

BY ROBERT MAUTHNER
PARIS, May 9. SHARP DISAGREEMENTS between French President Valéry Giscard d'Estaing and the Gaullists were again underlined in speeches and interviews over the week-end...

Europe export bank plan to be reviewed

By Philip Rawstone
STRASBOURG, May 9. THE EEC Commission is to re-examine its proposals for the establishment of a European export bank...

U.S. scientist warns of A-bomb pre-detonation

BY DAVID FISLOCK, SCIENCE EDITOR
A NUCLEAR weapon made from plutonium extracted from spent nuclear fuel would tend to pre-detonate before it was fully assembled...

Security clamp-down in Turkish poll campaign

BY METIN MUNIR
ANKARA, May 9. THE TURKISH authorities have taken strict security precautions to prevent the recurrence of last month's violent attacks...

Our superb inflight service. Something you'll hardly notice but always remember.

Another aspect of our special way of caring you'll be glad to discover is the JAL Executive Service, the first and still the most comprehensive package of business aids for the executive visiting Japan.

Uranium ship 'confession'

OSLO, May 9. AN ISRAELI agent told Norwegian officials four years ago he was involved in selling a West German freighter from which 200 tons of uranium-enough for 30 nuclear bombs—was hijacked to Israel...

Celtic Sea oil hunt to reopen

PARIS, May 9. THE Elf-Aquitaine petroleum company said today it intends to restart its offshore exploration activities in the Celtic Sea next year.

Celtic Sea oil hunt to reopen

PARIS, May 9. THE Elf-Aquitaine petroleum company said today it intends to restart its offshore exploration activities in the Celtic Sea next year.



"Courage in old age deserves a bequest of practical help"

Lt. Gen. Sir Brian Horrocks
Just as I am proud of our soldiers, I salute the fortitude of old people battling against very difficult housing, often condemned to live in lonely solitude.

Newspaper staff plea to Danish Premier

By Hilary Barnes
COPENHAGEN, May 9. JOURNALISTS and other members of the staff of the Copenhagen newspaper Berlingske Tidende today formed a committee for the survival of the newspaper and appealed to the Prime Minister to appoint an arbitrator to solve the dispute between the publishing house and about 1,000 printers which has prevented the newspaper's publication since January 30.

Romanian releases

Almost 19,000 prisoners are to be released from jails in Romania under a general amnesty to mark the country's 100th anniversary of independence, and nearly 9,500 accused will not be brought to trial, Reuters reports from Vienna.



part of JAL's service. A quieter area, just right for the businessman, right next to First Class on many 747 flights on the Polar route. And when you get there, the Executive Service can provide bilingual secretaries, chauffeurs, guides, a Tokyo office suite and much, much more.

We never forget how important you are.



Like the service in the world's great hotels and restaurants, JAL's service is as unobtrusive as it's efficient. Never pushy but always there. Quiet, quick and courteous. The clue to it all lies in our language. The Japanese word for passenger is literally 'honoured guest'.

Find out more by contacting the Executive Service Secretary at your nearest JAL office or mail this coupon today. To: Japan Air Lines, 8 Hanover Street, London W1R 0DR.

Name _____ Position _____ Company _____ Address _____



AMERICAN NEWS

Report urges pipeline delay

OTTAWA, May 9. A TEN-YEAR moratorium on construction of a natural gas pipeline along the Mackenzie Valley has been recommended by Justice Thomas Berger in his report to the Canadian Government. It has been learned here.

BP Alaska sales start

BRITISH PETROLEUM and its U.S. associate, Sohio, are concluding the initial sales deal for their Alaska crude oil which is due to come on stream in July.

U.S. and Panama resume talks on future of Canal

WASHINGTON, May 9. THE U.S. and Panama resumed negotiations today on the future of the Panama Canal, following warnings at the week-end that Panama may use "non-peaceful means" unless given control of the canal soon.

Canada prime rate

The Royal Bank of Canada has said that unless the interest rate structure changes it intends to reduce its prime lending rate on June 1 by half a percentage point to 8 1/2 per cent.

MEDICAL CARE IN THE U.S.

Doctoring the system

JOHN McVEETY is the 32-year-old head administrator of a 104-bed hospital in Worthington, Minnesota, a town of 11,000 people in the heart of some of the richest farm land in the U.S.

Carter plans tax aid for social security system

BY JUREK MARTIN, U.S. EDITOR

WASHINGTON, May 9. THE CARTER Administration today proposed the diversion of general tax revenues and higher levies on employers to stave off the growing threat to the financial integrity of the social security system.

WASHINGTON, May 9. JOHN DEERE, the Venezuelan Government and a group of private investors will begin construction next month of the country's first plant for producing farm tractors and diesel engines.

John Deere in Venezuela tractor plant

By Joseph Mann

CARACAS, May 9. JOHN DEERE, the Venezuelan Government and a group of private investors will begin construction next month of the country's first plant for producing farm tractors and diesel engines.

Japan will take time to import U.K. motor parts

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, May 9. THE BRITISH auto parts industry should be able to sell in Japan on a large scale, but it may take two years for current promotional efforts to be translated into buying orders.

THE BRITISH auto parts industry should be able to sell in Japan on a large scale, but it may take two years for current promotional efforts to be translated into buying orders.

Coal employers lose strike suit

BY STEWART FLEMING

A U.S. federal judge has rejected the coal industry's long-standing attempt to get an order to curb wildcat strikes.

Brazil arrests criticised

By Sue Branford

SAO PAULO, May 9. THE ARCHBISHOP of Sao Paulo, Dom Paulo Evaristo Arns, attacked the Brazilian authorities last night for the way they are treating recently arrested workers.

Nigeria may split ships deal

Financial Times Reporter

THE NIGERIAN Government may be considering a three-way split of its £200m. order for 19 cargo liners.

Steel anti-dumping probe

FINANCIAL TIMES REPORTER

THE DEPARTMENT OF Trade is to conduct an anti-dumping investigation into imports of certain tool steel bars from Sweden.

Meriden Austrian moped deal

BY PETER CARTWRIGHT, MIDLANDS STAFF

THE MERIDEN MOTORCYCLE CO-OPERATIVE, near Coventry, is building prototype 50 cc mopeds for export to Austria.

Australian export record

BY KENNETH RANDALL

AUSTRALIAN EXPORTS reached a record monthly level of \$1,045.5m. (£433m.) in April according to the preliminary figures released today by the Bureau of Statistics.

U.K. success in Poland

WARSAW, May 9.

BRITAIN WAS Poland's second biggest non-Communist trading partner in the first quarter of this year, rising from fourth position in 1976.

GEC joins Libyans in Malta

BY GODFREY GRIMA

GEC SWITCHGEAR is to set up a factory in Malta for the assembly of transformers and electrical switchgear jointly with the Public Electric Works Company, the Libyan Arab Maltese Holding Company and Medelec Switchgear Corporation (MDC).

Smurfit gives SCA assured outlet

BY MAX WILKINSON

THE RECENTLY announced plan for Svenska Cellulosa of Sweden to take a 49 per cent. interest in Jefferson Smurfit's corrugated packaging activities, prompted the first Scandinavian move into the U.K. kraft liner business.

Coal employers lose strike suit

BY STEWART FLEMING

A U.S. federal judge has rejected the coal industry's long-standing attempt to get an order to curb wildcat strikes.

Brazil arrests criticised

By Sue Branford

SAO PAULO, May 9. THE ARCHBISHOP of Sao Paulo, Dom Paulo Evaristo Arns, attacked the Brazilian authorities last night for the way they are treating recently arrested workers.

Nigeria may split ships deal

Financial Times Reporter

THE NIGERIAN Government may be considering a three-way split of its £200m. order for 19 cargo liners.

NEWS ANALYSIS—KRAFT LINER

Smurfit gives SCA assured outlet

BY MAX WILKINSON

THE RECENTLY announced plan for Svenska Cellulosa of Sweden to take a 49 per cent. interest in Jefferson Smurfit's corrugated packaging activities, prompted the first Scandinavian move into the U.K. kraft liner business.

U.S. medical care costs have tripled in 10 years to more than \$90bn.—almost 9 per cent. of GNP—but health administration appears inefficient, inequitable and vulnerable to fraud

BY STEWART FLEMING IN NEW YORK

laboratory and advanced diagnostic equipment. You can, for example, breathe into a tube which will send the resultant information about your lungs to a computer, 150 miles away at another clinic where a doctor at the clinic will diagnose certain ailments.

Canada prime rate

The Royal Bank of Canada has said that unless the interest rate structure changes it intends to reduce its prime lending rate on June 1 by half a percentage point to 8 1/2 per cent.

U.S. medical care costs have tripled in 10 years to more than \$90bn.—almost 9 per cent. of GNP—but health administration appears inefficient, inequitable and vulnerable to fraud

laboratory and advanced diagnostic equipment. You can, for example, breathe into a tube which will send the resultant information about your lungs to a computer, 150 miles away at another clinic where a doctor at the clinic will diagnose certain ailments.

Canada prime rate

The Royal Bank of Canada has said that unless the interest rate structure changes it intends to reduce its prime lending rate on June 1 by half a percentage point to 8 1/2 per cent.

U.S. medical care costs have tripled in 10 years to more than \$90bn.—almost 9 per cent. of GNP—but health administration appears inefficient, inequitable and vulnerable to fraud

laboratory and advanced diagnostic equipment. You can, for example, breathe into a tube which will send the resultant information about your lungs to a computer, 150 miles away at another clinic where a doctor at the clinic will diagnose certain ailments.

U.S. medical care costs have tripled in 10 years to more than \$90bn.—almost 9 per cent. of GNP—but health administration appears inefficient, inequitable and vulnerable to fraud

BY STEWART FLEMING IN NEW YORK

laboratory and advanced diagnostic equipment. You can, for example, breathe into a tube which will send the resultant information about your lungs to a computer, 150 miles away at another clinic where a doctor at the clinic will diagnose certain ailments.

U.S. medical care costs have tripled in 10 years to more than \$90bn.—almost 9 per cent. of GNP—but health administration appears inefficient, inequitable and vulnerable to fraud

BY STEWART FLEMING IN NEW YORK

laboratory and advanced diagnostic equipment. You can, for example, breathe into a tube which will send the resultant information about your lungs to a computer, 150 miles away at another clinic where a doctor at the clinic will diagnose certain ailments.

U.S. medical care costs have tripled in 10 years to more than \$90bn.—almost 9 per cent. of GNP—but health administration appears inefficient, inequitable and vulnerable to fraud

BY STEWART FLEMING IN NEW YORK

laboratory and advanced diagnostic equipment. You can, for example, breathe into a tube which will send the resultant information about your lungs to a computer, 150 miles away at another clinic where a doctor at the clinic will diagnose certain ailments.

Handwritten scribble at the bottom of the page.

Joyce 1250

OVERSEAS NEWS

Critical murmurs aired in Iran

By Robert Graham

TEHRAN, May 9. AN OPEN letter from a distinguished writer published in the official paper of the country's single political party...

Overwhelming support for independence in Djibouti

By James Buxton

DJIBOUTI, the last substantial European possession in Africa, has voted overwhelmingly to become independent of France on June 27...

As expected, more than 98 per cent of the 81,600 people who voted in the referendum...

It is now apparent that the main issue in the referendum was not the independence of Djibouti...

Zaire claims invaders are near defeat

KINSHASA, May 9. THE GOVERNMENT-controlled Voice of Zaire radio station said today that the invasion of the south-eastern province of Shaba...

The radio commentary said that the Katangan ex-generals who invaded Shaba from Angola in early March were in continuous retreat...

Kuwait \$1.5bn. arms spending

By Anthony McDermott

KUWAIT is to spend about \$1.5bn. to modernise its armed forces over the next few years, according to Government sources in the capital yesterday.

Some of this may be spent in Britain. Sheikh Saad Abdallah al Sabah, the Kuwait Defence Minister, arrived in Britain on May 23...

In keeping with its diversification policy, Kuwait announced at the end of March the purchase of SAM-7 ground-to-air missiles from the Soviet Union.

Rhodesia blacks die in crossfire

Salisbury, May 9.

THIRTY-FOUR black civilians have been killed, and another 31 wounded, in crossfire between security forces and black nationalist guerrillas...

The officials gave no other details, but have organised a trip for correspondents to the scene of the killings...

Meanwhile, the U.S. ambassador to the United Nations, Mr. Andrew Young, flew out to-night for his second tour of black Africa...

Algerian-French friction

By Eileen Funness

ALGIERS, May 9. FRANCO-ALGERIAN relations have taken a step towards the worse over the past few days. Algerian Foreign Minister Abdelaziz Boufelfel has accused France of fanning the flames of conflict in Africa...

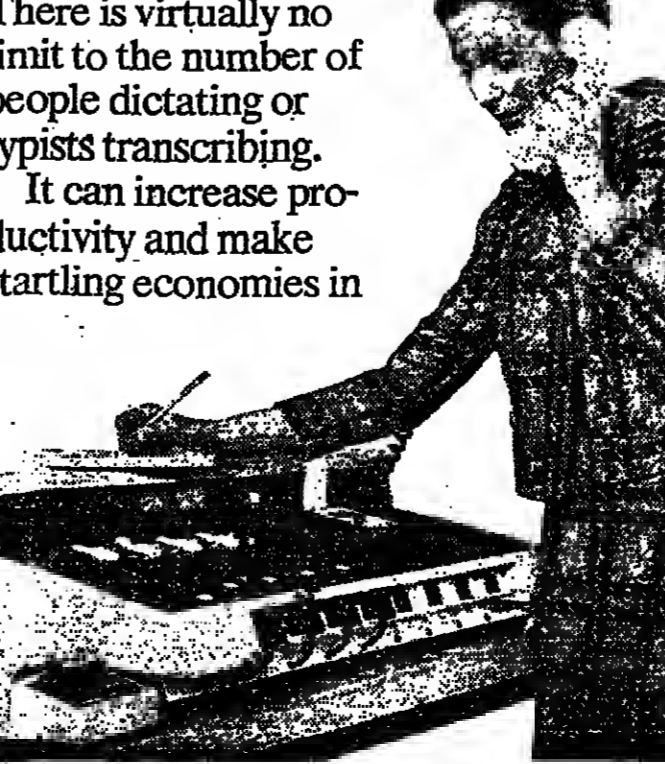


The first centralised dictation system to share out the work automatically.

Dictaphone's Thought Tank System 193 is the first centralised dictation system to employ computer logic to speed turnaround time in word processing centres. The unique feature of System 193 is its electronic Word Controller console...

System 193 is based on endless loop tape, so there are no belts or cassettes to load or unload. It can be used with existing telephones or a telephone wired exclusively for dictation. There is virtually no limit to the number of people dictating or typists transcribing. It can increase productivity and make startling economies in

offices with high-volume dictation transcription requirements. Dictaphone's Thought Tank, System 193 does for word processing what the computer did for data processing. For full details, clip the coupon.



Dictaphone Company Ltd., Alpertown House, Bridgewater Road, Wembley, Middlesex HA0 1EH. Tel: 01-903 1477. Please send me details of Dictaphone's new System 193. Name: Company: Address: FT5/77

Moro talks broaden

By Wong Sulong

KUALA LUMPUR, May 9. CARLOS ROMULO, the foreign ministers have rejected Philippine Foreign Secretary, the results of the referendum asked the Malaysian held in the 13 provinces of the new Malaysia's help in 17...

Australia air strike continues

Kenneth Randall

CANBERRA, May 9. AUSTRALIA'S crippling air strike starting next Monday. Sir John Spillane urged a return to work by the air traffic controllers in the meantime...

ON OTHER PAGES

International Company News: More aid offered to UMF Stork P. Gummelwarte - no dividend 34/35 Farming and Raw Materials: Hang Kong commodity market steady EEC threat to U.K. farm boards 37

Joyce 12/50

THE VOLVO 244DL HAS JUST BEEN OVERTAKEN BY MOST OF ITS COMPETITION.

VOLVO 244DL	£4410
GRANADA GL 2 LITRE	£4455
AUDI 100LS	£4890
TRIUMPH 2500S	£5128
MERCEDES 200	£5350
ROVER 3500	£5983

All prices as at 5th May 1977, including Car Tax and VAT at current rate.

While other car makers have been sprinting ahead on prices, Volvo have been putting on the brakes. So much so that the Volvo 244DL is now something of a bargain.

For your money you get a car with an almost legendary reputation for durability and safety — not to mention space and comfort.

Call in at your local Volvo dealer and take a test drive. You'll find his address in Yellow Pages.

These days you don't often get the chance to drive such a bargain. **VOLVO**

LABOUR NEWS

TUC to keep up fight for low-paid

By David Churchill, Labour Staff
TUC LEADERS yesterday reaffirmed their support for low-paid workers...

Mr. Murray indicated that the TUC was against statutory national minimum wage to protect the low-paid...

At Sheffield it centred on a walk-out by 45 staff, just before Christmas following nine months of talks about union recognition...

Trust Houses faces wider union action

By Nick Garnett and Arthur Smith

A WARNING was given yesterday that the long running battle between Trust Houses Forte and the Transport and General Workers Union could worsen...

Staff at the Birmingham club, the Night Out, have now started legal moves to lift a ten-week ban imposed by the TUC...

Mr. Murray indicated that the TUC was against statutory national minimum wage to protect the low-paid...

Scanlon backs pay talks

By Alan Pike, Labour Staff, in Eastbourne

MR. HUGH SCANLON yesterday made it clear that he believes talks between the Government...

In his presidential address at the opening here of the Amalgamated Union of Engineering Workers' national conference...

The position of Mr. Scanlon as one of the TUC's principal negotiators, talks with the Government on pay policy...

He told delegates to the conference, at which the engineering sector is being discussed...

Mr. Scanlon does not wish to continue in talks with the Government on behalf of the TUC...

Yesterday, the conference, in advance of a visit this morning by Mr. Eric Varley, Industry Secretary...

Agreement on Phase Three would be difficult to secure, but any chance of achieving it would be essential if we are not to lose the benefits of the past two years...

British Steel's silent strike

NEWS ANALYSIS - PORT TALBOT

BY CHRISTIAN TYLER, LABOUR CORRESPONDENT

EVERY DAY the strike leaders at Port Talbot have refused to join the national craftsmen's co-ordinating committee (NCCC)...

They now earn about £10 a week more than the electricians, whose basic earnings are £9 a week for day workers and £89 for shift workers...

Half Port Talbot's usual 40,000 tons a week output goes for the motor and domestic appliance industries...



MR. WYN BEVAN SIR CHARLES VILLIERS MR. FRANK CHAPPLE

They closed the three-mile-long steelworks nearly six weeks ago. Almost 7,000 other men have been given the go-ahead...

Agreement

They are fighting the BSC and the union for the same staff status and pay as the plant's technicians, who are also members of the EPTU...

What has happened is that the BSC has a relatively new chairman, designated to have overseen the company's expansion...

to break out of the common craft rate, and do better than other skilled men.

Like the BSC, it is ready to see a few men moved up to technician rates where new technology demands extra skills...

According to Mr. Bernard Clarke, South Wales executive councillor of the union...

What started the dispute was the suspension of five electricians for refusing to man a new £27m boiler plant, forerunner of the £335m expansion.

concern (or secretary) has not helped the strikers.

Mr. Wyn Bevan, was the unsuccessful left-wing challenger for Mr. Clarke's seat on this year's union's executive council.

What started the dispute was the suspension of five electricians for refusing to man a new £27m boiler plant...

They themselves act on employment benefit, but the wives and children can get on from social security.

Demand is good in that many and the Corporation has managed to keep its customers in tanning industry happy...

It is not too bad a time for BSC, apart from the embargo on its barge investment...

What started the dispute was the suspension of five electricians for refusing to man a new £27m boiler plant...

They themselves act on employment benefit, but the wives and children can get on from social security.

'Sensation'

Mr. Dennis Mills, chairman of the Birmingham drivers' said last night that supplies of fuel had been restricted to three motorway service stations...

Mr. Mills complained about "cheap" restaurants and hotels in the Midlands and attempts of block deliveries of food and drink...

Sanctions were imposed against Forté establishments in the region, and it was only later that trouble brewed up at the Night Out...

The TGWU said it was a case of victimisation. The 18 other union members at the restaurant came out on strike...

Mr. Mills said the union is demanding recognition, reinstatement of Mrs. McGuire, and employment of the 16, and compensation for the time they have lost.

'End aircraft blacking' move

SHOP STEWARDS of British Airways engineering and maintenance men decided yesterday to call off the "blacking" of aircraft serviced abroad during the recent Heathrow strike...

Manpower cuts 'threat to exports'

BY OUR LABOUR STAFF

CIVIL SERVANTS responsible for administering the Government's industrial strategy claimed yesterday that the Government had almost abandoned its original aims for regeneration...

The 100,000-member Society of Civil and Public Servants, which represents executive grades, said yesterday that manpower cuts in the Departments of Industry and Transport would reduce drastically the effectiveness of such measures...

A total of 1,540 posts from industry, and 1,100 from the Consumer Protection Department will be lost in the current financial year...

The division involved with planning agreements is to lose 60 posts, the union says.

Printworkers shun picket lines at Kettering

MORE THAN 60 members of the National Graphical Association, a printworkers' union, refused to cross picket lines at the Kettering Evening Telegraph, Kettering...

The editor, Mr. Ron Hunt, has brought out the paper "single handed" since the dispute began on December 6.

Private Placement Nationale-Nederlanden April 1977

U.S. \$ 30,000,000 Nationale-Nederlanden N.V. 8% Bearer Notes 1977 due 1984

Bank Mees & Hope NV Amsterdam-Rotterdam Bank N.V. Algemene Bank Nederland N.V. S.G. Warburg & Co. Ltd.

Credit-Suisse White Weld Limited Deutsche Bank Aktiengesellschaft Swiss Bank Corporation (Overseas) Limited

World Value of the Pound

The table below gives the latest available rates of exchange for the pound against various currencies on May 9, 1977. In some cases rates are nominal. Market rates are the average of buying and selling rates...

Abbreviations: (S) member of the sterling area other than Scheduled Territory; (T) financial rate.

Table with columns: Place and Local Unit, Value of £ Sterling, Place and Local Unit, Value of £ Sterling, Place and Local Unit, Value of £ Sterling. Lists exchange rates for various countries like Germany, France, Japan, etc.

◆ That part of the French community in Africa formerly part of French West Africa or French Equatorial Africa... ◆ The Ouzaria has replaced the C.F.A. franc...

Manpower cuts 'threat to exports'

CIVIL SERVANTS responsible for administering the Government's industrial strategy claimed yesterday that the Government had almost abandoned its original aims for regeneration...

Printworkers shun picket lines at Kettering

MORE THAN 60 members of the National Graphical Association, a printworkers' union, refused to cross picket lines at the Kettering Evening Telegraph, Kettering...

Private Placement Nationale-Nederlanden April 1977

U.S. \$ 30,000,000 Nationale-Nederlanden N.V. 8% Bearer Notes 1977 due 1984

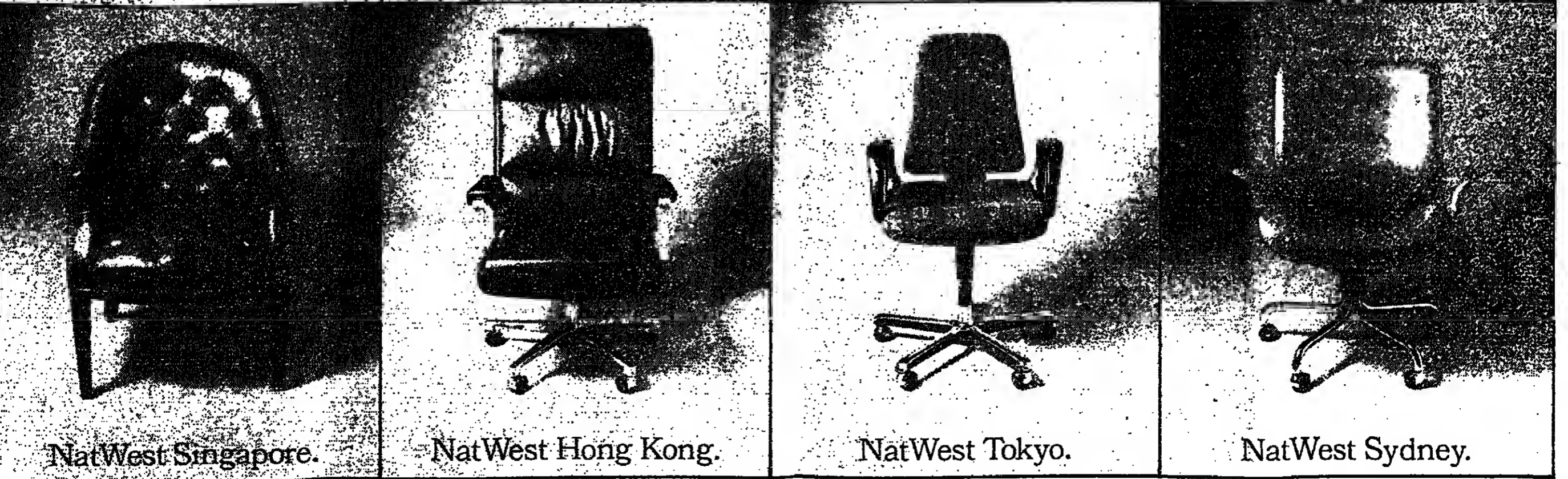
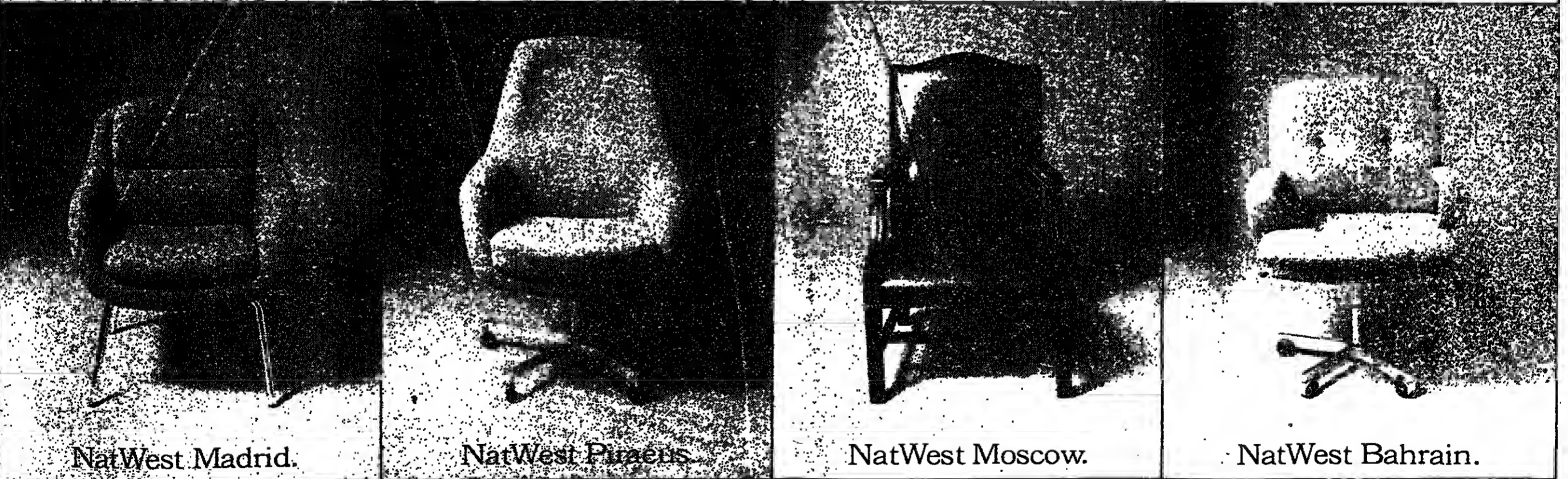
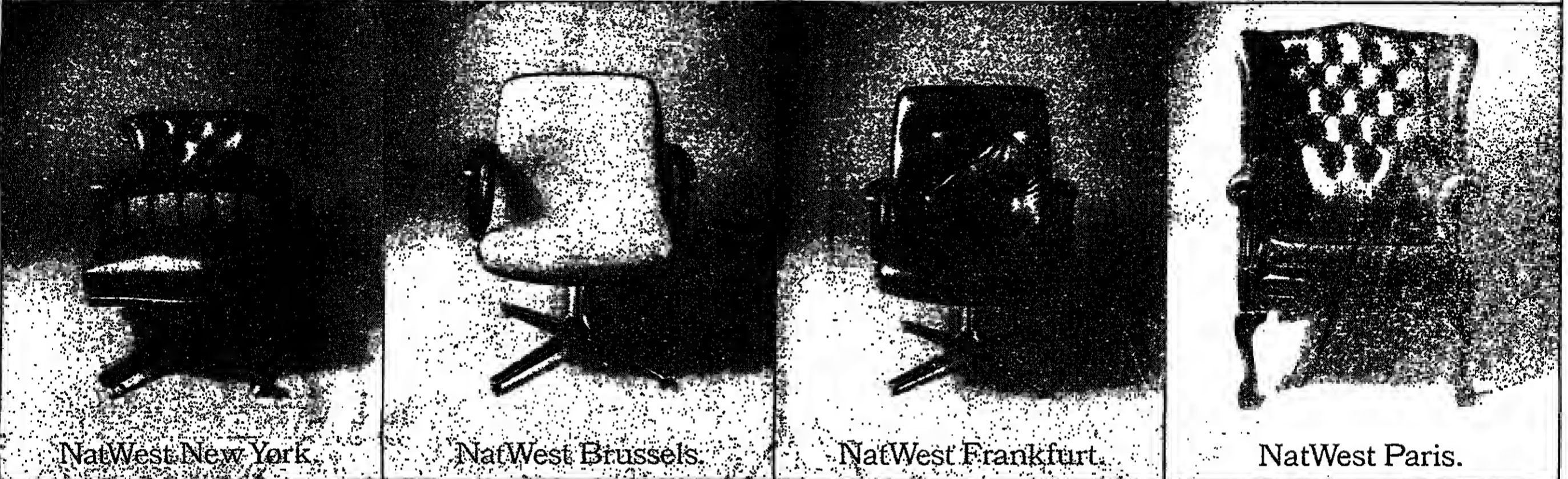
Bank Mees & Hope NV Amsterdam-Rotterdam Bank N.V. Algemene Bank Nederland N.V. S.G. Warburg & Co. Ltd.

Credit-Suisse White Weld Limited Deutsche Bank Aktiengesellschaft Swiss Bank Corporation (Overseas) Limited

UBAF ARAB AMERICAN BANK advertisement. Includes logo, text about linking the U.S.A. and the ARAB world, and a list of shareholders like Ashraf Bank of Kuwait, Arab African Bank, etc.

July 1975

NatWest didn't become International by sitting at home.



International financing for major corporations. Assistance to UK exporters. Dealing in the world's currencies—buying, selling, lending, and deposit taking. Global movement of funds. Specialist services for international industries such as oil, gas, shipping, etc.

National Westminster Bank Group
You've got us just where you want us.

HOME NEWS

Ministers could pave way on Russian trade

BY RAY DAFTER, ENERGY CORRESPONDENT

MR. ANTHONY Wedgwood... Mr. Wedgwood will be... Mr. Wedgwood will be... Mr. Wedgwood will be...

Scott Lithgow seeks £45m. naval order

SCOTT LITHGOW, Lower Clyde... orders totalling about £45m. for offshore oil and naval vessels.

Banks renew fight against takeover call

THE BIG banks battle against... calls for their nationalisation... The 1976 Labour Party... The 1976 Labour Party...

Rolls-Royce may lift veil on new jet engines

ROLLS-ROYCE is expected to... details of a new family of... jet engines it is planning for the...

Commons reassurance for British Rail

By Ian Fargher, Transport Correspondent

A COMMONS Select Committee... will later this week reassure... British Rail that it has a major...

U.K. output rise unlikely to beat 1%

BY PETER RIDDELL

WHILE world leaders of the... stronger economies have been... agreeing at the week-end summit...

FORECASTS OF ECONOMY—1977 COMPARED WITH 1976. Table with columns: % change in 1970 prices, Treasury (March), London Business School (April), CBI Staff (May), OECD (March), National Institute (Feb.), Phillips & Drew (May), Henley Centre (May). Rows include Consumer Expenditure, Public Current and Capital Spending, Exports, Imports, Private Investment, Gross Domestic Product, Current Account in 1977 £bn., Retail Price Index: Rise in year to fourth quarter 1977.

ALL THE forecasts were made after the Budget with the exception of those by the Organisation of Economic Co-operation and Development and the National Institute for Economic and Social Research...

The main exception among the forecasts given in the accompanying table is the Henley Centre... which is relatively much more bullish about personal consumption...

next year after a rise of about 5 per cent. in 1977 with a rise in U.K. exports of 4 per cent. So, in spite of a 2 per cent. projected rise in consumer spending next year, GDP is forecast to increase by only 1 per cent.

The implications of this for unemployment are also bleak, though the traditional relationship in the labour market have altered, partly because of the Government's job preservation measures.

Green Shield stamps agree, the housewife deserves the best value that's why they will continue to get it from our gift houses and over 7,000 food stores

The decision of Tesco no longer to give their customers the Green Shield extra discount is regretted, but not entirely unexpected. This news however opens the door to many many other food retailers who have patiently sought a Green Shield franchise for many years.



well worth saving

For the Sale, Acquisition, Letting and Development of Offices in the City of London. Richard Saunders & Partners, Chartered Surveyors & Estate Agents. 43-45 Eastcheap, London, EC3M 1JE. Tel: 01-596 9081.

PARLIAMENT and POLITICS

Petrol tax problem will not go away—Barnett

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

A STRONG warning was given in the Commons yesterday by Mr. Joel Barnett, Chief Secretary to the Treasury...



MR. JOEL BARNETT Warning to garages

Mr. Barnett said that at the moment the Government had not decided what steps to take in order to replace the £150m. in lost revenue which will result from the removal of the increase...

More horses may be used—Peer

RISING PETROL prices, car taxes, and inflation mean that horses may be used more and more in the next few years...

The Chief Secretary emphasised that the decision to rescind the increase was only being taken as a result of pressure on the Government...

allowing the level of petrol duty to fall in real terms was the way to do it. The real way to help those affected by higher petrol prices was through improved public transport...

Mr. Geoffrey Howe, welcomed the withdrawal of the increase "as far as it goes". But he saw no reason why the necessary procedures could not be followed...

Mr. Norman Atkinson (Lab., Tottenham) said the road tax should be put on petrol—the £50 tax transferred as so much per gallon...

CALLAGHAN PRESSED ON VALUE OF TALKS

Summit 'platitudes' claim rejected

BY IVOR OWEN, PARLIAMENTARY STAFF

OBJECTIVES AGREED at the Downing Street summit will not affect the Government's commitment to give first priority to overcoming inflation...

Mr. Callaghan, praised from all sides for his own contribution to the summit and for the manner in which he presided over it...

Mr. Pardee, suggested that Sir Geoffrey should have sounded more welcoming. "Your constituents are going to benefit just as much as mine."

they should be shown to be falling short of their targets, to take new measures. He regarded this as being of special importance in enhancing business confidence...

Mr. Callaghan argued that reducing inflation and reducing unemployment to switch emphasis to reducing inflation...

Mr. Callaghan retorted that his series of slogans which did not bear much relationship to reality. Skinner: "That is what they are saying on the streets."

the moment is to pursue our stabilisation policies. An improvement was undoubtedly taking place in the balance of payments and he forecast that there would be further improvements in the months ahead.

Mr. Callaghan retorted that his series of slogans which did not bear much relationship to reality. Skinner: "That is what they are saying on the streets."

Mr. Callaghan retorted that his series of slogans which did not bear much relationship to reality. Skinner: "That is what they are saying on the streets."

Resilience and strength to surmount difficulties

In a statement on the summit, the Prime Minister said that nearly a year had elapsed since the previous meeting in Puerto Rico...

growth or for stabilisation policies. We recognised that growth rates must be maintained in the stronger economies...

with the nuclear dilemma. The present generation has an awesome responsibility for the future of mankind. We agreed to launch an urgent study...

Burden on Ministers 'not fault of officials'

By Rupert Cornwell, Lobby

SIR DOUGLAS ALLEN, head of the Home Civil Service, yesterday strongly refuted suggestions that the main responsibility for the excessive burden of work borne by Ministers lay with their departmental officials.

His remarks came during evidence to the influential Commons Expenditure sub-committee, in almost its last hearing before it draws up its report on the state of the Home Civil Service...

The moral to be drawn from recent criticism of the Civil Service, from the late Mr. Richard Crossman in his diaries and elsewhere, was to avoid hurrying a Minister in excessive detail and for civil servants to concentrate only on the relevant area of a problem.

If you don't want the Government to arrange your company pension scheme:

ring 01-242 1318*

If you run a business you must consider now what you are going to do about provision of pension benefits from April 1978. You could rely entirely on the State. You could arrange a scheme to supplement the State Pension. Or alternatively contract out. Considering, negotiating and setting up your own scheme is a process which takes months rather than days or weeks. Fortunately you can make things very much easier for yourself by choosing the Equity & Law Adaptable Pension Scheme. The scheme is designed to cater for companies who wish to contract out, or to supplement the new state benefits. *It streamlines administration and paperwork. *It provides benefits on competitive terms. *It gives employers flexibility in choice of benefits in a form which will be approved by the Government. 1978 isn't as far away as it might seem. So contact your pension advisers now Equity & Law

Written Answers

TREASURY Mr. David Mitchell (Con., Basingstoke). Whether the general agreement at the Fiscal Council's discussion in Brussels in February, 1977...

Mr. Jeff Booker (Lab., Birmingham, Perry Barr). What percentage of total revenue has corporation tax formed in each of the past eight years?

Mr. Robert Sheldon, Financial Secretary. The agreement on the draft Sixth Directive on VAT would allow a Member State to increase its national exemption limit so as to maintain the value of the limit in real terms.

Commons cost

THE RUNNING OF THE House of Commons now costs over £40m a year. The House of Commons, said in a Commons written reply yesterday. Of this, nearly £1m went to MPs' salaries and another £40m to MPs' expenses. Staff salaries and allowances accounted for £30m and general expenses another £1m.

State pension regulations

BY ERIC SHORT

MR. STANLEY ORME, Minister for Social Security yesterday announced the conditions under which people who, for various reasons, cannot go to work, will have their pension rights maintained under the new State pension scheme which starts in April 1978. Regulations will be laid before the Commons which will prescribe a year of home responsibility as a complete tax year which the contributor is receiving child benefit, is looking after a relative, or is receiving supplementary benefit for look after a relative. These years of home responsibility will count towards the qualifying period needed for pension, but there will still be a minimum of 20 years contributions.

Advertisement for CHEMCO EQUIPMENT FINANCE LTD., U.K. subsidiary of CHEMICAL BANK New York. announces that it has provided funds for the first Honeywell 66/05 computer installation in the U.K. for HARDY AND CO. (FURNISHERS) LTD. CHEMCO EQUIPMENT FINANCE LTD. Richard Holloway, General Manager 85-87 Jermyn Street, London SW1Y 6JD. Tel.: 01/839 5451

Handwritten note: JPY 10 1550

The Management Page

EDITED BY CHRISTOPHER LORENZ

Japanese moves to set up overseas manufacturing units are posing the question of how host countries will react. Geoffrey Owen explains

When East meets West on home ground

AS MOST Western businessmen forced to do so. There is a Japanese plant, as it would have seen it, the strength of Japanese "follow-my-leader" tendency done in the past, NMB chose to industry is based on the scale in Japanese industry; once one close the learning gap by manu- and high productivity of plants company takes the plunge in a factories in the U.S.

NMB had planned to re-equip the American plant with Japanese machinery, but the shipment was delayed by a seamen's strike and the management was there to make do with what was there. The result was that the Japanese learnt a great deal about American production methods and realised that the machinery they had planned to install was quite inappropriate. "American production methods," says Tsurumi, "are designed to maximise the utilisation of scarce man-hours. The breadth of skill of American machinists and technicians often permits them to operate multifunctional machines at much higher speeds and with greater precision than their Japanese counterparts."

Learning gap

NMB bought its first U.S. plant (from SKF) in 1971. The company had been successfully selling its standard ball bearings made in Japan, but this was a fiercely competitive business and NMB wanted to attack the more profitable market for specialised products. The company had neither the manufacturing stage; a company like Toyota, Japan's largest exporter, is showing no great eagerness to put up a major sales engineering, instead of hiring foreign technicians to bring along it may eventually be the necessary know-how to its



Royal eyes on Sony's television factory in Bridgend, South Wales. How should the host countries react if Japanese companies become more visible; not merely as importers, but as employers? One of the first TV makers to invest in Europe and the U.S. Sony has been followed by Matsushita and others. But Japan's largest exporter, Toyota, shows no great eagerness to adopt a similar policy.

corporate finance. The shares on computers, as has been restrained those American companies from making predatory moves in Bridgend's own territory in the Far East.

Tsurumi speaks of an "exchange of hostages," whereby Japanese acquisitions in the U.S. are designed in part to counter the pressure from American companies in the Far East, using their offshore production bases in countries like Taiwan and Korea to attack the Japanese market.

A not dissimilar process has been taking place in natural resource industries such as aluminium. The international majors, says Tsurumi, "are entering the Japanese market in the processing and fabrication of raw materials so that they might be in a position to invoke the strategy of 'exchange of threats.' Second, they are inviting Japanese firms into international consortia so that the interlocked economic and political interests between Japanese and foreign firms might

Two corporate cultures

AS JAPANESE companies increase their manufacturing investments in the U.S., the potential conflicts between Japanese and American corporate culture become more evident. While American senior executives are accustomed to give orders and expect their subordinates to obey them, the Japanese emphasise decision-making by consensus.

In a U.S. company each manager is trained for his particular job and has well-defined responsibilities. In Japan there is greater emphasis on teamwork and on the ability of any member to stand in for one of his colleagues. Mr. Tsurumi draws an analogy with a volleyball, a very popular game in Japan.

"The size of the team is small enough to permit intimate face-to-face communication among the team members," he says. "Although individuals are expected to develop their own expertise and special skills, they rotate not only the server's role but also the defence positions. By practising together and by sharing both personal and team lives, the members get to know one another so well that their mode of communication takes on implicit phrases and precision, rather than explicit verbal discussions." U.S. corporate life, by contrast, might be compared with American football, with its pre-planned strategies and precise division of labour among the players.

The differences in corporate culture may be illustrated in the following three examples:

RECRUITMENT
U.S.: "We hire specific expertise."
Japan: "We accept a total personality, a whole person to become a member of our firm."

OWNERSHIP
U.S.: "The firm belongs to the stockholders; we need to make profits for them."
Japan: "Legally the firm belongs to the stockholders, but more important, morally speaking, the firm is the collective property of all the members, from the president in the rank and file."

MOTIVATION
U.S.: "We motivate employees through specific reward and punishment. We mete them out through frequent reviews of their work performance. The fear of job loss keeps them aware of who is in charge. Layoff of the workers is unavoidable. Labour unions acknowledge the management's right to lay workers off."
Japan: "When management mis-calculates or when the economic chips are down, the responsibility should be borne from the top. Dividends should be cut. Then, top executives' salaries should be cut. Middle management's salaries should be reduced before management can ask the rank and file employees to shoulder the economic burdens of a business downturn. Job security maintains the basic order in the firm. The fear of an individual's job loss cannot be used to motivate employees."

will make the Japanese more reluctant to invest; after all, a number of American companies have recently found that owning subsidiaries in Europe can be a liability. But the commercial, economic and political pressures tending to increase Japanese investment are unlikely to disappear. If the host countries and the investors themselves show the necessary scope for misunderstanding and even hostility as the Japanese presence in the U.S. and Western Europe increases in importance, it may be that the sort of attitudes shown in the Japanese project Massachusetts

Business courses

Doing Business in the United States, World Trade Institute, Egham, Surrey, TW20 0HW. May 16-18. Fee: £205.20. Details from the World Trade Institute, World Trade Centre, St. Katherine-by-the-Tower, London. Solving Problems by Statistics, Commonwealth House, London, May 24. Fee: £49 plus Details from AMR International, IAT, Details from P-E Simulus, 6-10 Fredrick Close, Stanhope Ion Services, Park House, Place, London W2 2HD.

"PERFORMANCE IMPROVEMENT"

Man management by action, not words

BY SUE CAMERON

A MAN management system that relies on tangible measurement rather than psychological permissibility is to be launched in Britain this summer. It has already been used by a large number of companies in the U.S., Australia and Europe, with airlines, including SAS, providing a particularly strong market.

The system is called performance improvement and it is the brainchild of Mr. Edward Feeney, an American management consultant. Mr. Feeney claims that the techniques he has developed can help companies to increase their production rates while at the same time raising the quality of the goods or services they sell. He says organisations can measure their results in the one way that really matters—hard cash savings.

Performance improvement is based on the idea that people work harder and more efficiently if they are rewarded for doing well. Rewards need not necessarily be financial. They may take the form of praise, promotion or greater opportunities to do more pleasant tasks.

Poor work
The notion that effort and excellence should be rewarded is so widely accepted that it sounds commonplace. Yet Mr. Feeney believes that at present many companies actually reward people for poor work. He says, for instance, that it is often in an employee's best interests to work slowly because then he will stand a greater chance of earning extra pay through overtime.

Under the performance improvement system, rewards are only given when it is certain that they will act as an incentive to greater effort. Mr. Feeney also says that if people are to show a consistent improvement in their work standards they must be rewarded every time they do well and they must be rewarded quickly. He insists that bonuses or congratulatory notes which come round months after a task has been successfully completed have no motivating effect whatever on employees.

Proved wrong
He is now planning to open an office in London within the next two months but whether his system will work for British companies is open to debate. Line workers might well see it as a way of forcing people to work harder in return for nothing more than a friendly nod of encouragement from the foreman. This is particularly so in view of the present pay limits which makes it impossible to give employees financial rewards.

Mr. Feeney's answer to this is that businessmen in other countries have claimed that "it will never work here" and they have been proved wrong. He adds that trades unions in the U.S. and in Scandinavia have welcomed the introduction of his performance improvement programmes and he believes that it will turn out to be just as successful in Britain as it of work being done by each has been elsewhere.

Better ways to prepare youth for work

RECENT POLICY developments by several governments indicate that attempts are being made to ensure that young people are better prepared with the school system for working life and are provided with new training opportunities, as well as effective guidance and placement services. But it is clear that specific measures in favour of young people will not suffice unless they are part of a coordinated policy for creating new jobs and providing wage and salary incentives to those with specific skills and abilities.

This is one of the conclusions of a report just published by the Organisation for Economic Co-operation and Development entitled "Entry of Young People into Working Life." It has been produced in response to the concern among OECD member governments about the recent serious rise in youth unemployment. Divided into two parts, the first looks at the reasons why it has become difficult to integrate young people into working life and analyses recent trends in youth education, attitudes and aspirations, and how these relate to the evolution of employment requirements.

The second part of the report reviews recent responses in youth unemployment in OECD countries, and discusses the variety of measures taken by member countries. Tentative conclusions are also drawn on their likely effectiveness.

The *Entry of Young People into Working Life*, available from OECD, 2, Rue Andre-Passal 75775 Paris, 17e. or, in the U.K. HMSO, 23.

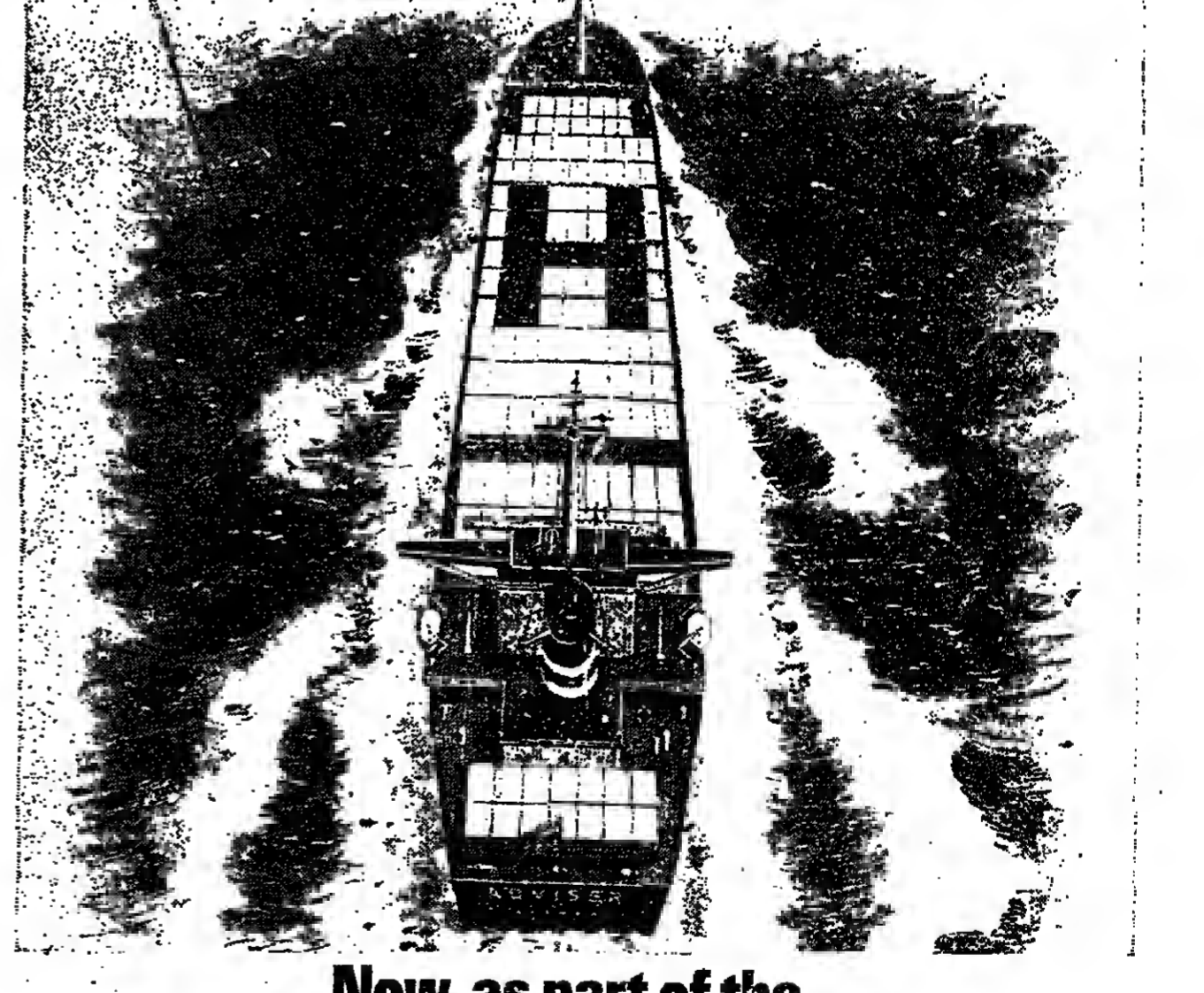
Whisky £2-90 a litre.

Is this a good buy?

Duty Free shop price. Litre size bottle for only £2-90. That's all the big litre bottle of export strength whisky (75% proof) costs. Take it with you as a gift or spoil yourself. Either way it's quite a bargain.



Say hello to the good buys
HEATHROW AND GATWICK AIRPORTS
DUTY FREE SHOPS



Now, as part of the new CAROL consortium, the Harrison Line contains the Caribbean.

For well over a century, the Harrison Line has prospered by being progressive. Now, as the latest move in its continuous expansion policy, it is participating in CAROL, the new container service consortium that obviates the necessity for container transhipment in the Caribbean by offering direct door-to-door transportation between Europe and the Caribbean for the first time ever.

During 1977, CAROL—short for Caribbean Overseas Lines—will provide frequent and regular sailings of specially built 21-knot container ships from Bremerhaven, Hamburg, Amsterdam, Antwerp, Tilbury, Le Havre and Liverpool direct to as many as 10 Caribbean ports: Bridgetown (Barbados), Port of Spain (Trinidad), Oranjestad (Aruba), Willemstad (Curacao), San Juan (Puerto Rico), Rio Haina (Dominican Republic), Port au Prince (Haiti), Kingston (Jamaica), Saõ Joã de Castiã (Guatemala), and Pueno Cortes (Honduras).

The Harrison Line has, of course, specialised in the Caribbean for decades. So now you can benefit both from its wide, detailed knowledge of the area and from the advantages of containerisation.



Harrison Line
A MEMBER OF CAROL, together with Tappan-Lovell, CGI and RENSA
Times and the Harrison Line, 100, Cannon Street, London EC4A 3DF
Telephone: 01-404 1111, 01-404 1112, 01-404 1113

THE FINANCIAL TIMES

Head Office Editorial & Advertisement Offices: BRACKEN HOUSE, CANNON STREET, LONDON EC4A 3DF



Mao hair style for Hua.

Politics behind the Bamboo Curtain

By COLINA MacDOUGALL, recently in China



Teng Hsiao-ping

Waiting for good news

THE CONTINUED rapid increase in prices is a demonstration of how powerful an influence the exchange rate is on the price level.

There has been an unresolved argument, ever since anyone can remember, between those who attribute inflation to wage pressures and those who attribute it to the excessive growth of the money supply.

Wage push

Similarly, the impact of wage push is not nearly as direct as some Ministers' statements suggest.

Agenda for the NATO meeting

AFTER SPENDING the week-end dealing primarily with economic questions, the leaders of the main industrial democracies have now turned their attention to security.

Detente

In one sense there is an overlap here: a great deal of yesterday's discussions on Berlin is directly relevant to the NATO summit meeting today.

There is, however, a wider point about the interrelationship between the present series of meetings. While it is true that the economic and social goals set by the Downing Street summit will come to nothing if there is no security, it is also true that there will be no security

WHEN HUA Kuo-feng met Mrs. Margaret Thatcher, he was looking every inch a chairman with his new longer hairstyle and an elegant grey suit.

Combine that with the fact that studios and factories throughout China are turning out representations of the late Premier Chou En-lai based on an official photo which shows him about two stone heavier than at the time of his death.

But is he going to get away with it? Already the leadership seems hopelessly divided on the issue of whether or not to rehabilitate former vice-premier Teng Hsiao-ping.

The taps

One would hope not, but unfortunately the question presupposes that the Government has only to turn the right taps to ensure that growth is 3 per cent, rather than 5 per cent, or 1 per cent.

When Teng was sacked from the vice-presidential and Party posts in April 1976, so the story goes, he retired to the hot springs outside Canton under the aegis of the Kwangtung leaders.

at the spa by Defence Minister Yeh. Last October, in spite of poster calls for the appointment of Vice-premier Li Hsien-nien to the post of premier — apparently vacant thanks to Hua's elevation to Chairman — the job was left to Hua to continue.

The enemies of Teng

In the north, Teng may have important enemies blocking his return. One is Li Teh-sheng, commander of the Shenyang Military Region, the old Manchuria. Li came to the top during the Cultural Revolution and in 1973 he rose to sixth in the national party hierarchy.

Another pair may have joined these two. One is Hua, whose own views are unknown, but it hardly seems likely that he would welcome back into the leadership a dominating figure of Teng's stature.

Since Hua obviously has the support of Peking's military commander, Chen Hsi-lin — for he could hardly have locked up Chang Ching and her supporters, the "gang of four," otherwise — the four of them could make a strong northern coalition.

The line-up, then, falls very much into a north versus south pattern. This is based more on postings than on origin, though it may be significant that Teng, Wei Kuo-ching and Yeh do all in fact come from southern China.

repeated on Peking radio, for modernisation of weapons — a military need which Chairman Hua denied earlier this year when he hinted via the publication of Mao's "ten great relationships" speech that the army would have to wait for general economic growth before it could have new equipment.

China's Military Regions



areas of China's richest farmland and perhaps even the leading industrial centre of Shanghai. So wildly speculative is this interesting theory that it came as rather a shock when some indirect confirmation appeared forthcoming in Canton.

This first-hand evidence of a different Canton line was shortly followed by demands from Kwangtung army units

for fifth being Mao himself in the sense that he made no public moves against the gang. The Peking leadership is trying hard to dissociate itself and Mao from the worst aspects, as for instance in the latest judgement that the Cultural Revolution was in fact only 70 per cent good, the remaining 30 per cent being bad.

Hua's ominous Maoism

For example, the article of Mao that Hua recently published makes him look in many ways like a truly convinced Maoist. Furthermore, in spite of the pragmatism that he has shown in tackling economic problems in the last six months, the recent references to a "leap forward" are ominous reminders of Mao's disastrous 1958 movement of that name.

One would expect the Cultural Revolution beneficiaries to take Hua's line, but the old guard led by Teng, with first hand experience of the chaos caused by too much haste, might very well resist it.

By far the most obvious fact about China now is that the leadership is split on Teng's restoration and a growing body of evidence points to some kind of division along geographic lines. As the arguments develop over the Gang of Four's inquiry, Mao's share in responsibility for them and even arguments about economic priorities, the line-up in the leadership should become very clearly.

Wangtung leaders seem to have taken issue with him; Taiwan sources (not always reliable) in March quoted a document allegedly signed by Hsu Shih-yu and Wei Kuo-ching which called on Hua and the Central Committee to acknowledge that Mao had made mistakes and reminded them that China had a constitution that provided for the election of a party Chairman, a procedure which Hua has so far ignored.

Hints of criticism of Mao are just beginning to appear, but hardly surprising when every one in China must have a pretty good idea that the Gang of Four was in fact a Gang of Five — the

criticism of Mao tarnishing his own image and he will somehow have to face up to the charge by the Kwangtung leaders that selection by Mao is simply not enough to legitimise his claim to supreme power.

Poetic injustice

A poem to commemorate the redecoration of St. Mary's Parish Church, Liss, in Hampshire, last month appeared to indicate a ruthless approach to labour relations. The last three lines went: A taller tower was hired... the other ones climbed up on this... and worked till they were fired.

Most of their business is now on behalf of foreign buyers, and the currency for gold share-dealing world-wide is the mighty dollar. This fact, together with the high percentage of foreign business, led Smith Brothers to conclude that to

continue trading in sterling, and sterling cum investment premium at that, was an anachronism. What is more they have faced increasing competition from the big American brokers who automatically quote in dollars.

So, of course, do Smith Brothers who have managed to retain a profitable business in South African gold shares as one by one the other jobbers have left the market. They find it is a nice insurance policy, when industrial shares around the world go quiet; there is normally a reason for people to buy gold shares," they say. On the other hand now that equity markets are looking up, particularly in the U.K., gold shares have taken a back seat.

Why not call or write to one of our Directors today.

MEN AND MATTERS

Reminders from John Connally

The tall, rangy Texan with the tanned and handsome face, and the mane of silver hair, stirred reminders of an earlier American presidency, one that, like Jimmy Carter's seemed to promise so much.

Later, Connally changed sides. He was Richard Nixon's Treasury Secretary in 1971 and 1972, and held a number of other top White House posts, including a few weeks as special adviser to the President, before quitting in the dark days of late 1974.

Ex-Democrat Connally is, like any good Republican, keen on business being given its head. And that seemed to be the message about Houston espoused by him and other delegation big-wigs, including Mayor Fred Hofheinz, who looked too young to have been in office for the last three years but who sounded well on top of the job when he spoke.



"Our only hope is to offer triple stamps for every man scored."

was in no doubt at all about Carter's toughness to tackle them.

The Texans' collective enthusiasm for the place was a trifle exhausting. Houston and Texas seem to have more of everything than practically anywhere else in the U.S., be it buildings, schools, waterways, pine forests, hospitals, orchestras or whatever. Houston is the world centre for oil technology and it is the headquarters of the U.S. space programme.

Gold into dollars

A minor, and at first sight slightly confusing, revolution has occurred on the stock, but accurate, Stock Exchange Daily Official List. As from yesterday the prices of South African Gold Shares are now quoted in sterling cum investment dollar premium, as always, while the actual market bargains have been changed to a U.S. dollar ex-investment dollar premium basis.

To give but one example, shares in Western Deep Levels, one of the world's deepest gold mines, had the buyer/seller price spread quoted in the traditional sterling fashion at 570/570p, while the actual bargain mark was quoted in dollars at 57.

The reasons behind this change are to be found in the sharply diminished attractiveness of gold and other foreign shares for the U.K. investor since the introduction of the investment dollar surrender-rules. Among other things, this has contributed to the drastic whitening down in the number of jobbers active in this market so that to-day only one jobbing firm, Smith Brothers, remains active in this field.

Most of their business is now on behalf of foreign buyers, and the currency for gold share-dealing world-wide is the mighty dollar. This fact, together with the high percentage of foreign business, led Smith Brothers to conclude that to

Advertisement for GRESHAM TRUST. Includes logo, text: 'FLOAT POSTPONED?', 'You may have decided that now is not the time to seek a public quotation for your company...', 'GRESHAM TRUST can help. Solving problems like this is our business.', 'Where the successful private company feels at home.', 'Gresham Trust Limited, Barrington House, Gresham Street, London, EC2V 7HE. Tel: 01-606 6474. Birmingham Office: Edmund House, Newhall Street, Birmingham, B3 3EW. Tel: 021-236 1277.'

Handwritten scribble at the bottom of the page.

Joyce 1250

FINANCIAL TIMES SURVEY

Tuesday May 10 1977

Mechanical Handling

A little-understood but vital and growing industry, mechanical handling is gearing up for a major export effort. This is partly because the domestic market is expected to remain sluggish, and a working party has been established which is looking into ways of improving export marketing to take advantage of world conditions.

LANSING BAGNALL-LANSING HENLEY

Rationalisation often benefits the companies directly involved.

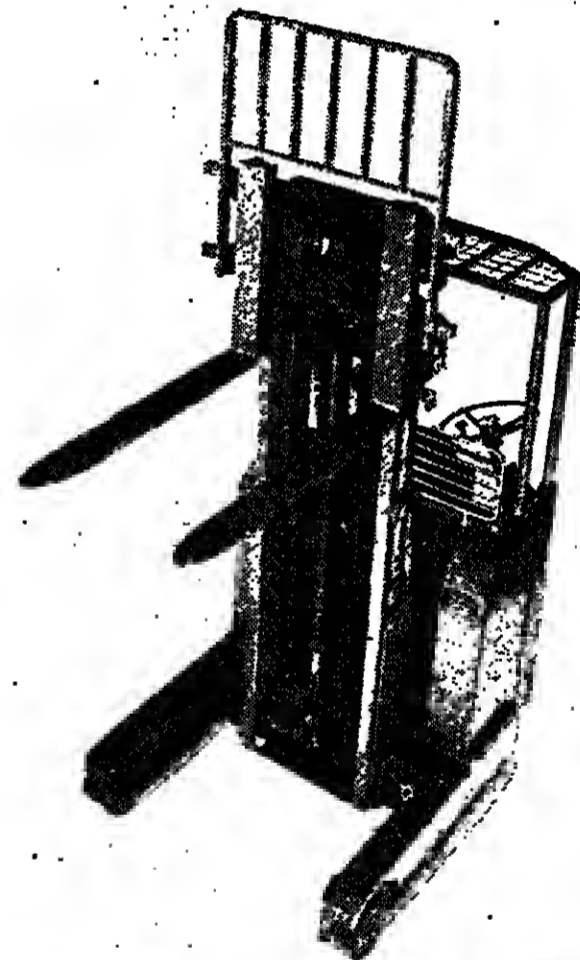
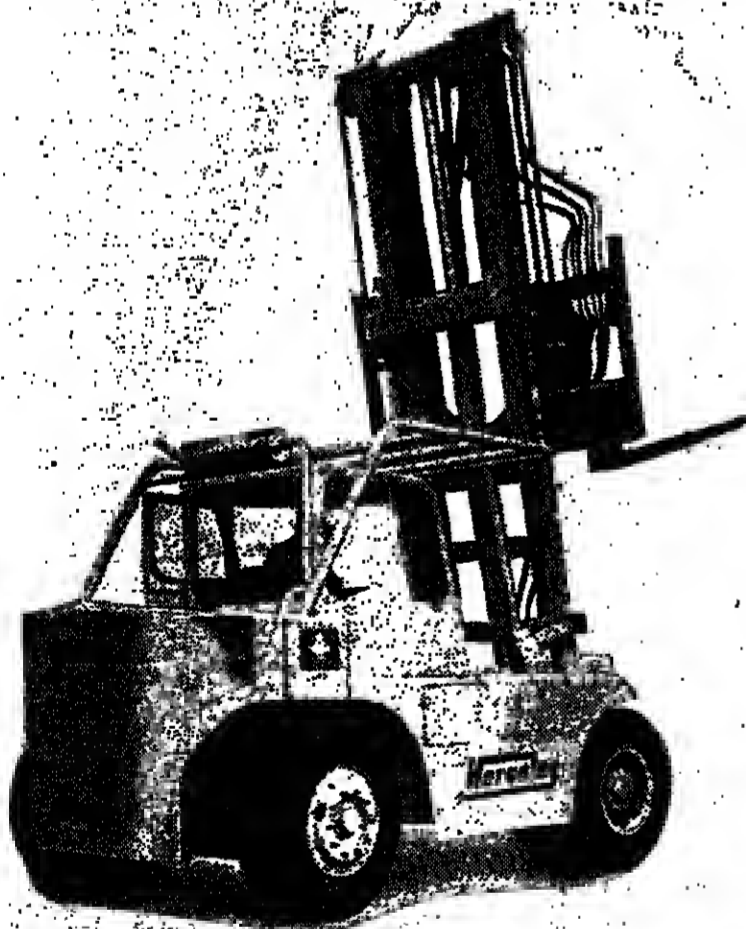
In the coming together of Lansing Bagnall and Lansing Henley the whole of British manufacturing and distributive industry stands to gain.

We can do even more for you.

The outstanding parts and service structure that Lansing Bagnall built up is now active across a wider range of truck types and capacities—to users who have not been able to benefit before.

The facilities for acquiring new and rebuilt machines through rental, leasing or special purchase plan; and for operator and maintenance engineer training are all similarly enlarged and improved.

Sales Engineers have added flexibility, more opportunities to match machine to task effectively; their training and skill in problem analysis is all part of the extra profitability gained by using our equipment.



Lansing Limited

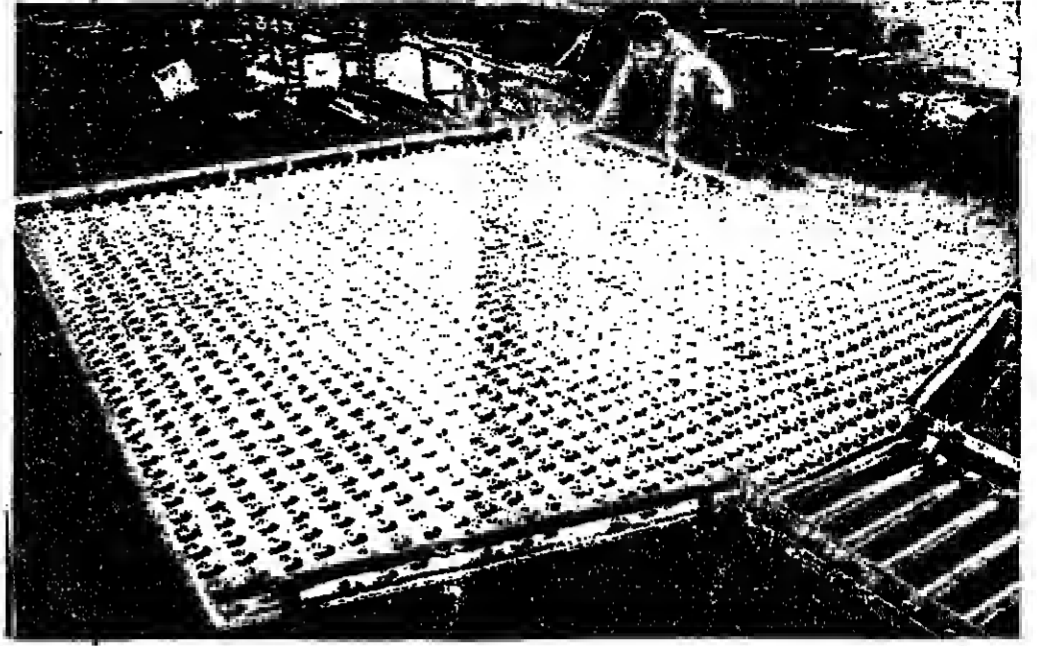
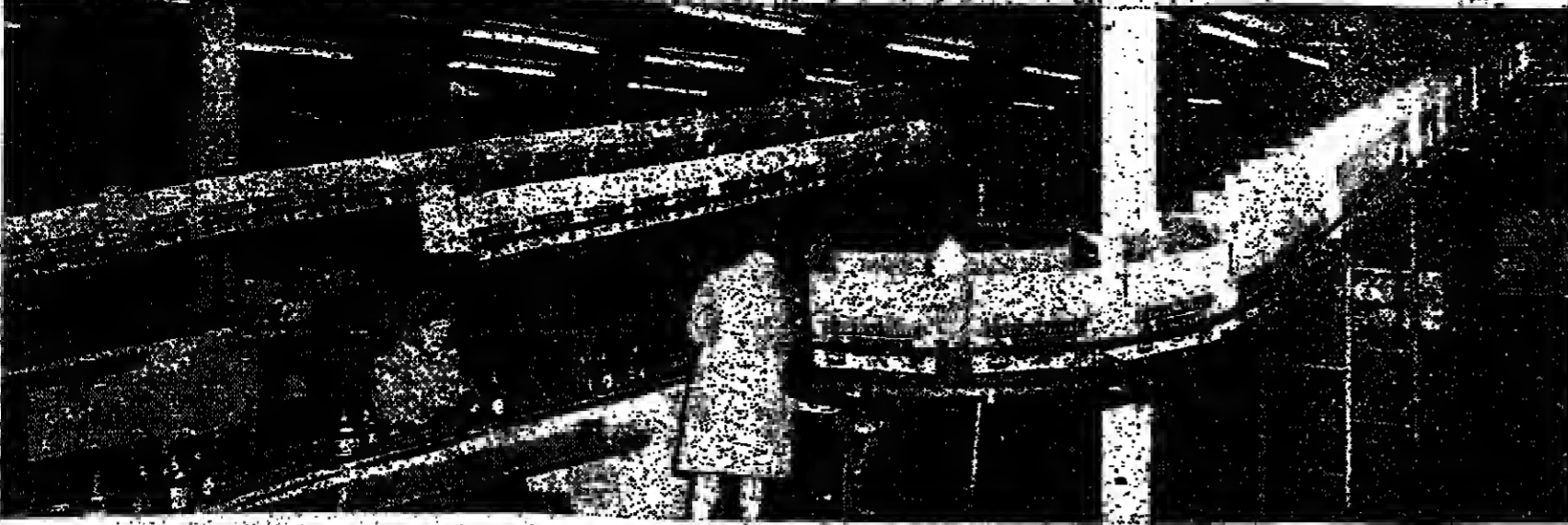
Kingsclere Road, Basingstoke, Hampshire.

Europe's largest manufacturer of industrial trucks.

LANSING

Joyce 1250

MECHANICAL HANDLING III



Two similar types of conveyor. Above, a Sover Marshall belt and roller system at Drembaie's Edinburgh blending and bottling plant, and right, a Metzler (Conveyors) multi-directional ball table, which, in this case, is used in conjunction with gravity rollers.

New roles for conveyor makers

OVER 200 companies employ some 16,000 people between more than that, as a result of which, in Britain's ports, only £2m in 1970, had conveyor and aerial ropeway to rise by 300 per cent four years later to reach £8m, a business as early as 1927 and is one of the major British manufacturers, can talk of itself nowadays as 'not just marketing conveyors but looking for what is more of a turnkey project'.

Yet demand rose by even more than that, as a result of which, in Britain's ports, only £2m in 1970, had conveyor and aerial ropeway to rise by 300 per cent four years later to reach £8m, a business as early as 1927 and is one of the major British manufacturers, can talk of itself nowadays as 'not just marketing conveyors but looking for what is more of a turnkey project'.

And those six ports, by contrast, saw only a 100m-plus a year turnover at which they start to be accounted for by only half a cent of some importance. Excess or so. And those six ports, by contrast, saw only a 100m-plus a year turnover at which they start to be accounted for by only half a cent of some importance. Excess or so.

Not only have the companies involved generally had worse than average profitability but they have tended to keep up with the market, using considerable difficulties in engineering, in producing goods fast enough at times of heavy increases in demand.

Overall, its sales have seen very rapid growth. In 1970, they totalled £50m; four years later they were 112 per cent higher at £106m, reflecting the far greater emphasis now being placed on handling—and the matchless proved consciousness of the materials, components and finished products from one part of a factory or warehouse to another—within British industry generally.

What this means is that, just as industry has become more aware of the importance of handling, so the larger handling equipment companies have become more conscious of the need to examine the totality of what they are trying to achieve with their products—to see the conveyor not merely as a means of moving items from one place to another but to look at what is happening before the goods are placed on the conveyor and at what happens after they are taken off it.

This concept of looking at the conveyor merely as an integral part of a treatment or production process, linking a variety of machines and specialist pieces of equipment which can be seen as a whole with the conveyor, was pioneered by Continental companies. Up till a few years ago they tended to be much more advanced than their British rivals in the

marketing of treatment lines or a shipyard's panel lines—a series of machines linked by special equipment and machinery required and slot them into a whole package. To-day, such consultants still have a valuable role to play. But, in this ever more cost-conscious age, the engineering company is also, in effect, often taking on a consultancy role, bringing together equipment it does not make alongside that which it does and seeing the whole thing through in what is, indeed, a turnkey operation. The days when companies employed large teams of specialist engineers to buy different equipment are fading. Now they tend to want to turn to one company for the lot.

What companies like Herbert Morris—which has just become part of the Dary International group after a protracted and at times bitter takeover battle also involving Babcock and Wilcox and Hawker Siddeley—and its fee Confidential competitors are doing is selling all the equipment for this, not just the one they make themselves.

To an extent, they have taken over from the consultants who

And it is also clearly paying off, with orders from the Soviet Union and the Far East and the strong possibility of future business in the Mediterranean among other areas.

Specialisation is the name of the game. The two sectors of the industry, unit load and bulk load, are becoming further apart as companies which at one time supplied the whole range of conveyors move out of those areas, especially standard conveyors, where a large number of the small companies can operate as efficiently and as cheaply into far from inconsiderable niches of the market.

This specialisation has of itself played a considerable part in bringing higher order books to the U.K. industry, but there are signs, too, that the changing character of the British economy has also helped to boost orders beyond what they would have been at a comparable stage in the industrial cycle a decade or so ago.

For what conveyor companies are finding is that the growing realisation of the higher costs of labour is bringing an upgrading of industry's mechanical handling requirements. "There is a greater awareness of the need to introduce handling equipment that might have been seen as too sophisticated in the past,"

says Mr. Roy Stokes, of British Monoral, one of the principal British suppliers of handling equipment for warehouses, including monoral conveyors. The potential savings efficient handling can provide in terms of labour costs are increasing. And on top of that, as the industrial upturn begins its slow progress, there are already fears within some parts of the engineering industry in particular that labour shortages could develop, as in past periods of upturn, especially as far as skilled workers are concerned. So the need is to save employees for doing the jobs they are skilled at instead of forcing their involvement in a handling process which efficient machinery could largely cope with.

At the same time, overseas companies are looking more closely at the U.K. market; a recent entrant, for example, is Rapistan Lande. An amalgam of the Dutch Lande company and Rapistan, a U.S. conveying equipment group, this had a great deal of attention to overseas markets," says Mr. Stokes. His company, again, tends to deal with the specialist one-off operation rather than making a range of standard equipment of products into this country, which it sees as having major marketing potential.

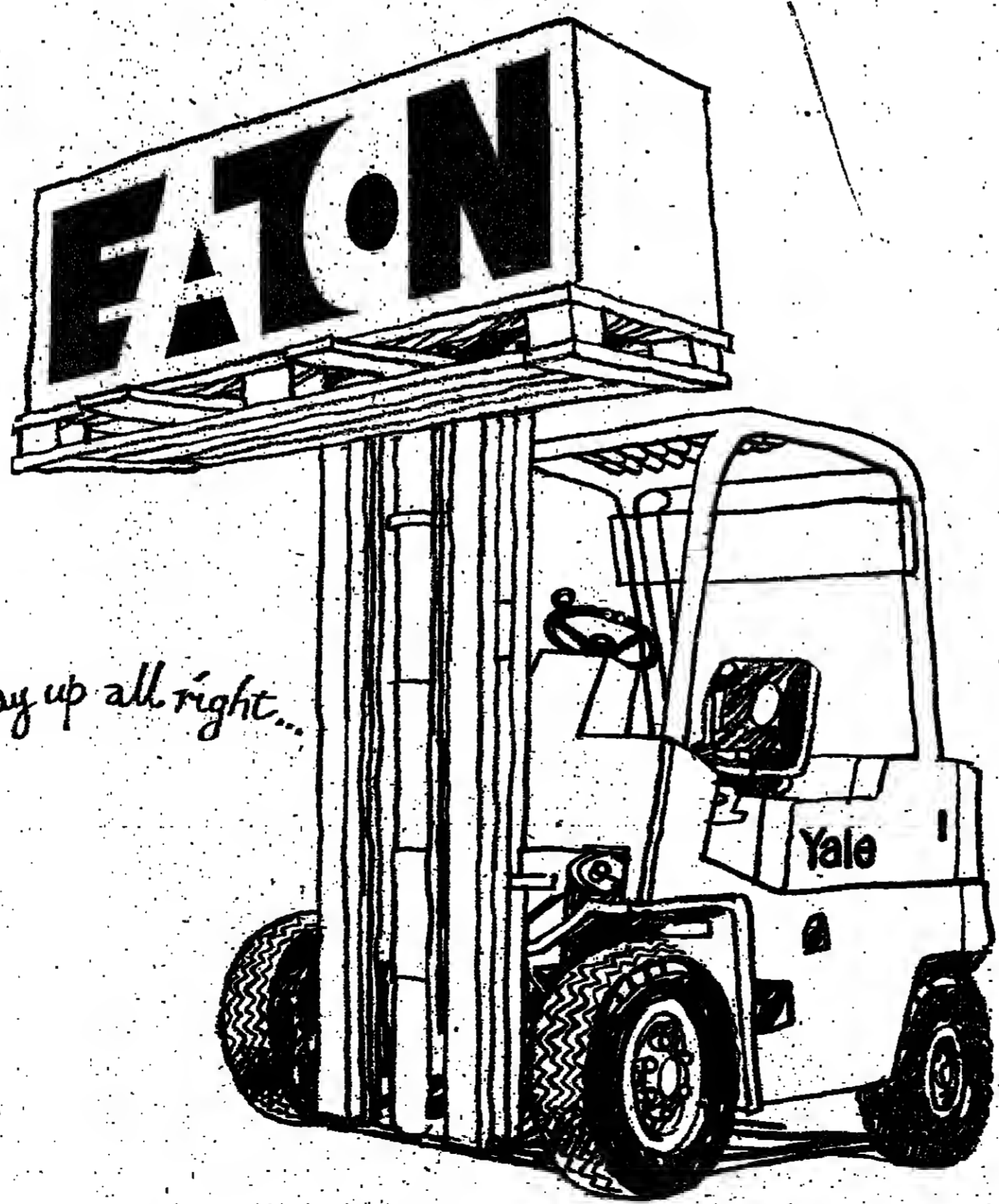
By a Correspondent

Categories

Concept

Overseas

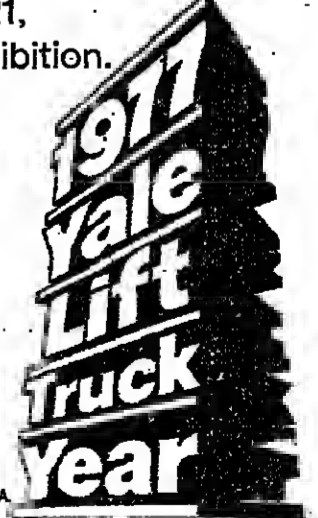
They're on the way up all right...



We've nominated 1977 as Yale Lift Truck Year. We've been building Yale trucks in Britain for more than 40 years. And in 1977 we've already launched two exciting new models.

First off was the Yale sit down rider pallet truck. And already it's taking off in a big way. We followed this up with the launch of a totally new range of diesel powered Yale Lift Trucks. Trucks fairly brimming with new features. And again orders are coming in fast. But we haven't stopped at new trucks. We've also developed and expanded our dealer network to ensure that it provides the finest after market lift truck sales, rental, parts and service programmes in the United Kingdom. But rather than give the whole game away why don't you call on Stand 5421, Hall 5 at the Movement '77 Exhibition. And get the full story face to face.

Eaton Limited, UK Marketing Headquarters, Waddensbrook Lane, Wednesfield, Wolverhampton WV11 3SW. Tel: Willenhall (0902) 66955 Telex: 383133



Eaton Limited, UK Marketing Headquarters, Waddensbrook Lane, Wednesfield, Wolverhampton WV11 3SW. Tel: Willenhall (0902) 66955 Telex: 383133

Stand 5421, Hall 5

HOW MUCH CAN HARVEY TRIM OFF YOUR FORK LIFT BILL?



Harvey

As Britain's biggest

people in fork lift hire, we have experience of every make of machine, every machine function, every specialised application attachment.

And all this accumulated expertise is yours. Free. Whether you hire or own at present, ask us to analyse your handling needs.

With our background, our massive fleet and our keen long or short term hire rates, chances are we can show you a worthwhile saving.

Even if we can't, it won't cost you a penny to reassure yourself you're not wasting a penny.

So call us. At Tel: High Wycombe 21032.

Britain's biggest fork lift hire company.

Harvey

Harvey Plant Limited, HEAD OFFICE Volvo House, Lancaster Road, Cressex Industrial Estate, High Wycombe, Bucks. HP12 3QE. Tel: High Wycombe 21032.

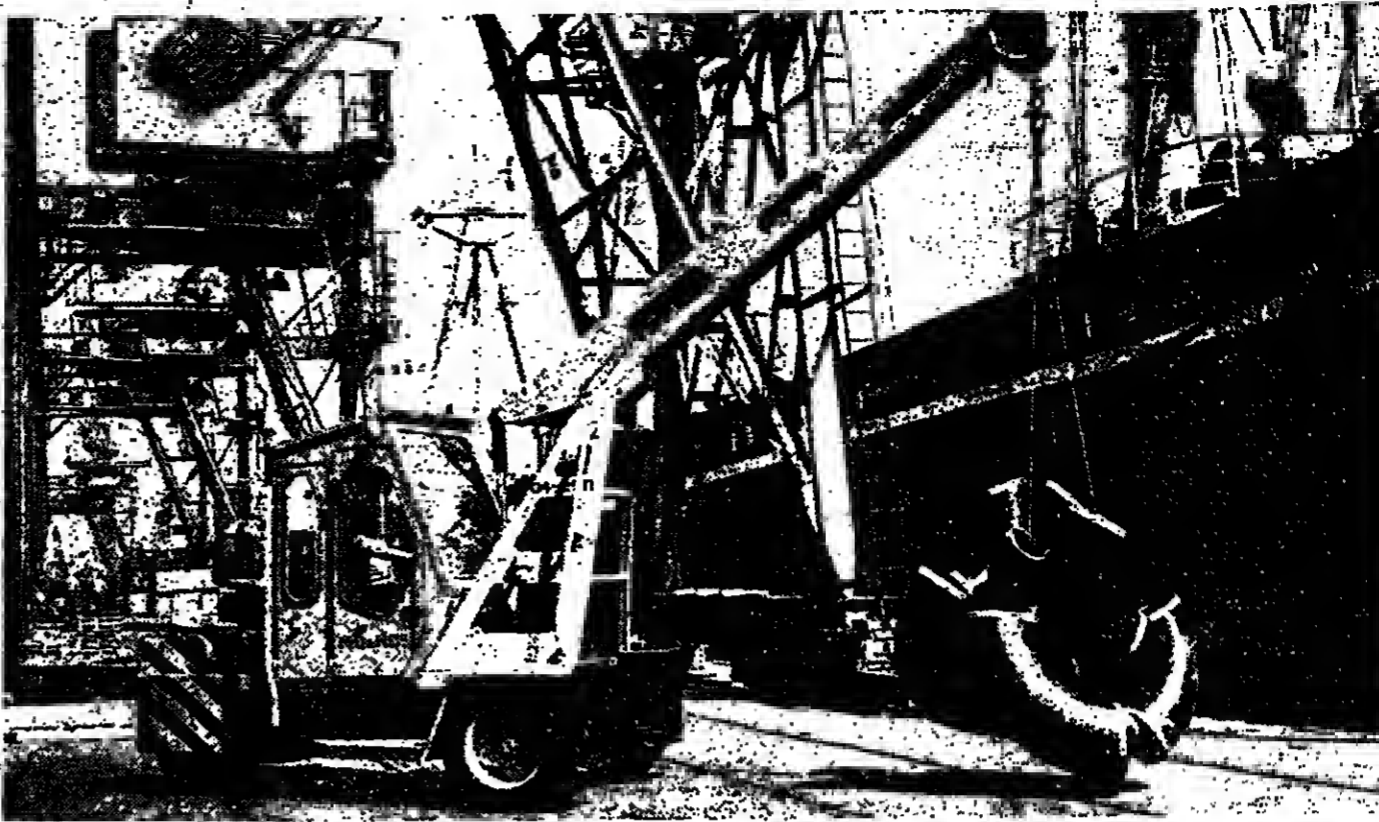
Industrial truck market

DEMAND FOR industrial trucks is picking up again after the longest, hardest recessions the industry has experienced. So perhaps the market might soon become less of a buyers' paradise. Big discounts and fantastic financing deals have become a feature of the past two years. Some time ago the major companies latched on to financial marketing as a concept and began offering their own leasing and rental schemes to customers. To-day these schemes seem more attractive than ever but must be judged against the discounts and trade — in terms that an outright purchase involves.

How long will it take before the terms become less attractive? The industrial truck industry is now back to working a full five-day week and most companies have reduced stocks to reasonable levels after sustaining uncomfortably high ones for two years.

The improved outlook comes after a poor year for industrial truck sales. In 1976, estimated U.K. sales were down between 25 and 30 per cent. to around 20,000 units, indicating a fall back to 1972 levels after a 40 to 50 per cent. climb in 1973-74.

Mr. Ray Horrocks, general manager Europe and the Middle East for Eaton Materials Handling, the group whose Yale trucks account for around 15 per cent. of the U.K. market and is among the top three manufacturers in this country, believes the improvement in the



An example of dual application; this Hyster Karry Krane has the advantages of both crane and hoist, and is able to lift and transport most small loads.

British market will go on and total sales will continue to climb.

For a world view, we have the opinion of Mr. Boh Braun, a vice-president of Clark Equipment of the U.S., who is looking for total industrial truck deliveries to improve steadily through this year and by 1978 climb back to the peak achieved in 1974 when the U.S. took 83,000 units and Europe 96,000. Sales will not go above that level, however, Mr. Braun insists.

At the biggest of the U.K.-owned companies, Lancing Bagnall, joint managing director Mr. John Allenby reports that current order books are 75 per cent. up on the September 1975 level — at which stage they touched the bottom of the demand cycle.

And finally, there is the recently-published view of the short term trends working party of the mechanical engineering "Little Noddy" which declared: "Demand for industrial trucks, particularly from overseas markets, has already begun to pick up and it is expected to continue to expand through 1977 and well into 1978."

So the signs look better for the manufacturers. And they are certainly well past the phase where they had first to convince industrialists that they actually needed industrial trucks.

The truck makers are generally able to justify the cost of a truck by comparing it with the savings the purchase will bring. There can be major savings in man hours, in storage space and palletised loads are less likely to be damaged.

Industrial trucks can also speed up the movement of materials through production processes — and it is a fact of industrial life that productivity increases if materials and components are always available where they are wanted when they are wanted. Because savings can be quantified, it is not too hard a job to convince a Board of directors that the purchase, rental or leasing of an industrial truck or trucks is a good idea, even if the Board is watching cash flow and capital investment with more than usual interest.

For the customer, however, there can be some difficulty in choosing the best truck for the job at the best price. This involves much more than just checking price lists and asking what discounts are available. Service back-up and spares availability and cost come into the calculation with a machine that must keep working to earn its way.

The industrial truck market has always been very competitive and this is even more obvious to-day as the companies with the greatest industrial awareness of the economic benefits of adopting better materials handling

have nightmarish memories of the recent recession.

And it was during the recession that doubts arose again about the future of some of the local (that is, U.K.-owned) companies in the face of such international rivals. Three of the major U.S. groups actually manufacture trucks in the U.K. in a big way. They are Caterpillar, Eaton and Hyster. Although the fourth big American group, Clark, has now quit actually making trucks in England, it has strengthened its U.K. marketing and service operation by putting it in the hands of the Clarion Holdings group which is run by a Scot, Mr. Jim Bisset.

Competition from other countries comes in the form of trucks from West Germany, France and, of course, Japan, which has specialised in the production of the most popular sizes of machines and used mass production methods to get the price down.

But the U.K. industry is not unaware of the dangers of fragmentation. And it has begun a rationalisation process which in the past year has radically altered the shape of the British-owned part of the industry.

Merger

First there was the merger of Lancing Bagnall with Henley Forklift under the umbrella of Sir Emmanuel Kaye's Kaye Organisation to form what they claim is Europe's highest industrial truck manufacturing group. Sales this year should reach around £100m. and profits must surely top the total of £5m. achieved by the two companies in their last financial years.

The addition of Henley to the Lancing Bagnall gives the concern a much stronger representation in the engine-powered truck market — engine-powered trucks are driven by diesel,

petrol or liquid petroleum gas and have around half the market, sharing it with electric trucks.

Coventry Climax, part of British Leyland's Special Products division, has provided the other nucleus for rationalisation. It first acquired the assets of Joshua Shaw, to add side-loaders to its range, and more recently took over most of the assets of Ribbery Oweo Conveyancer. CC paid £1m. for the Conveyancer assets and is to inject a further £7m. into the business before the end of this year. (Lancing Bagnall is reported to have agreed to pay £5m. for Henley, with payments staggered over some years and related to the profits which might be achieved.)

Between them CC and Conveyancer should have sales of more than £55m. this year, against around £31m. for CC alone. CC's profit should be more than £3m. and Conveyancer is back in profit after a bad patch. There is, consider-

able overlap in the product ranges but the deal does give CC entry for the first time to the heavier end of the business and takes it into the manufacture of rough terrain trucks used more and more on construction sites. Lancing Bagnall would also like to get into the business and seems likely to buy its way in before too long.

In another deal, Ferruzzi actually moved into the business for the first time, but at the very heavy end. It has set up an engineering division which, among other things, is to manufacture straddle carriers (for lifting containers under their booms) for Clark Equipment which will continue to be the world market.

The other U.K.-controlled concerns include Bussone Engineering, Cleco, Mackay, Montgomery Reid and James, Sims and Jefferies.

But perhaps the most interesting of the U.K. companies so far left out in the reshuffle is Lancer Boss. This company seems to have survived a bad financial patch. It expanded during the last-year recession but was not able to reap the benefits because, like so many other groups in the industry, it was kept short of components by key suppliers during the boom. Now the company is making profits again.

There is no doubt that both Coventry Climax and Lancing Bagnall were interested in a merger with Lancer Boss but it seems that that company's chairman and major shareholder, Mr. Neville Bowman Shaw, is reluctant to hand over the reins.

Rationalisation in the U.K. seems, in the short term at least, not likely to lead to any in the way of capacity cut-backs. Nearly everyone in the industry agrees that there is over-capacity world-wide, but yet the major companies continue to build up their international capabilities. The view that there will be closures in the industry as then the capacity situation will be different. In the meantime, however, there are still large numbers of industrial truck looking for customers.

K.G.

FENAMEC The new name that conveys experience

Fenamec. It's a new name. For a dynamic Company with 20 years' experience behind it.

We've designed, built and installed some of the most complex conveyor systems around. As well as some of the simplest.

Which gives us quite an edge when it comes to hatching new ideas. Of which we have plenty. Many of them on show for the first time at Movement 77.

Everything we make is to metric standards. And compatible with existing units. Everything is planned with an eye to increasing unit loads. And takes advantage of the unique experience of Fenamec Electronic Controls Division.

If, now you know our name, you'd like to know what we can do for you, come and see us at Movement 77. Or write to the address below.

Fenamec Limited, Sutton Road, Hull, HU8 0DR. Telephone: 0482 781211



Materials Handling Division of the Fenner Group.



Stand 5411, Hall 5.

Guide to corrective action

A REPORT was published recently by the Department of Industry which should go some way to convince management that, pound for pound, the return from new investment in improving materials handling is well worth while when compared with other investment opportunities.

From the research completed for the report it could be reasonably estimated that in the engineering and allied industries alone some £90m. a year could be saved by improvements in storage and materials handling. This was even after ignoring the other benefits arising from better materials flow.

Any company wishing to cost and re-assess its materials handling methods, and to take action on these costs, will find detailed guidance in the report, called "Materials-Handling Costs — a new look at manufacture." (HMSO, £2.10).

Research for the survey was conducted by the National Materials Handling Centre on behalf of the DOI's Committee for Materials Handling. This committee was set up in 1973 with the aim of promoting greater industrial awareness of the economic benefits of adopting better materials handling

management and technology. Work on this study of materials handling costs started in May 1974 when the committee set up a working party whose task was to obtain reliable data for the U.K. and to indicate the scope for reducing costs through better materials handling practices. (There was some other data available but this was mainly from the U.S. and a little from Denmark. The committee could not be certain that the cost estimates contained in that overseas data necessarily reflected the situation anywhere other than in the country of origin.)

The working party was formed with the co-operation of the Institute of Materials Handling, the Institute of Cost Management Accountants and the Institution of Production Engineers.

After some preparatory investigation, the working party recommended that a pilot study of materials handling costs in the U.K. industry should be put in hand. The study was to be restricted to engineering manufacture, taking a limited sample of companies chosen to be as representative as possible. In process, handling costs were to be specifically excluded.

Some 30 companies agreed to

co-operate in the study, half with less and half with more than 400 employees. The concentration of effort on small companies was designed to establish whether their materials handling was less well organised than that of their larger counterparts.

Sensitive

The study showed that storage and materials handling cost, at the median value, was 12 per cent. of conversion cost (conversion cost being defined as the production cost minus all input materials costs). The amounts of money involved are considerable and, because storage and materials handling costs are sensitive to differences in technique and are more readily influenced than direct production costs, they represent an important potential source of cost reductions.

So, according to the study, materials handling appears to be costing many companies more than it ought. The most important single cause identified was "ad hoc" expansion in the absence of a strategic site-development plan.

The right cost level is usually achievable only through

careful design from the outset because once a system is operational changes involve cost and disruption. The study declares: "Nevertheless, it is still possible to achieve some reduction and it is estimated that this is true of about 30 per cent. of the companies observed."

From the sample survey there was little evidence to suggest that companies engaged in engineering production in the U.K. are aware of the true costs of storage and materials handling. This contrasts with the situation regarding inventory costs, which although somewhat lower, are considered important and monitored accordingly.

Although companies do not currently isolate storage and handling costs, it would not be too great a burden for most of them to re-arrange the accounting techniques to enable this to be done, the study emphasises.

And it adds that "good production planning and stock control are important factors in reducing storage costs, both in the short and in the long term. The study suggests a number of reasons why companies do not take action to reduce the materials handling costs. Three main ones identified were

CONTINUED ON NEXT PAGE

Rapistan Lande

integrated conveyor systems

Floor 4 - Edmund House - Newhall Street
Birmingham B.3 3E.W.
Phone: 021-236-8575 Telex 33 77 40

Were exhibiting at
MOVEMENT 77
STAND 5506
16-21 May 1977
NATIONAL EXHIBITION CENTRE
Birmingham — England

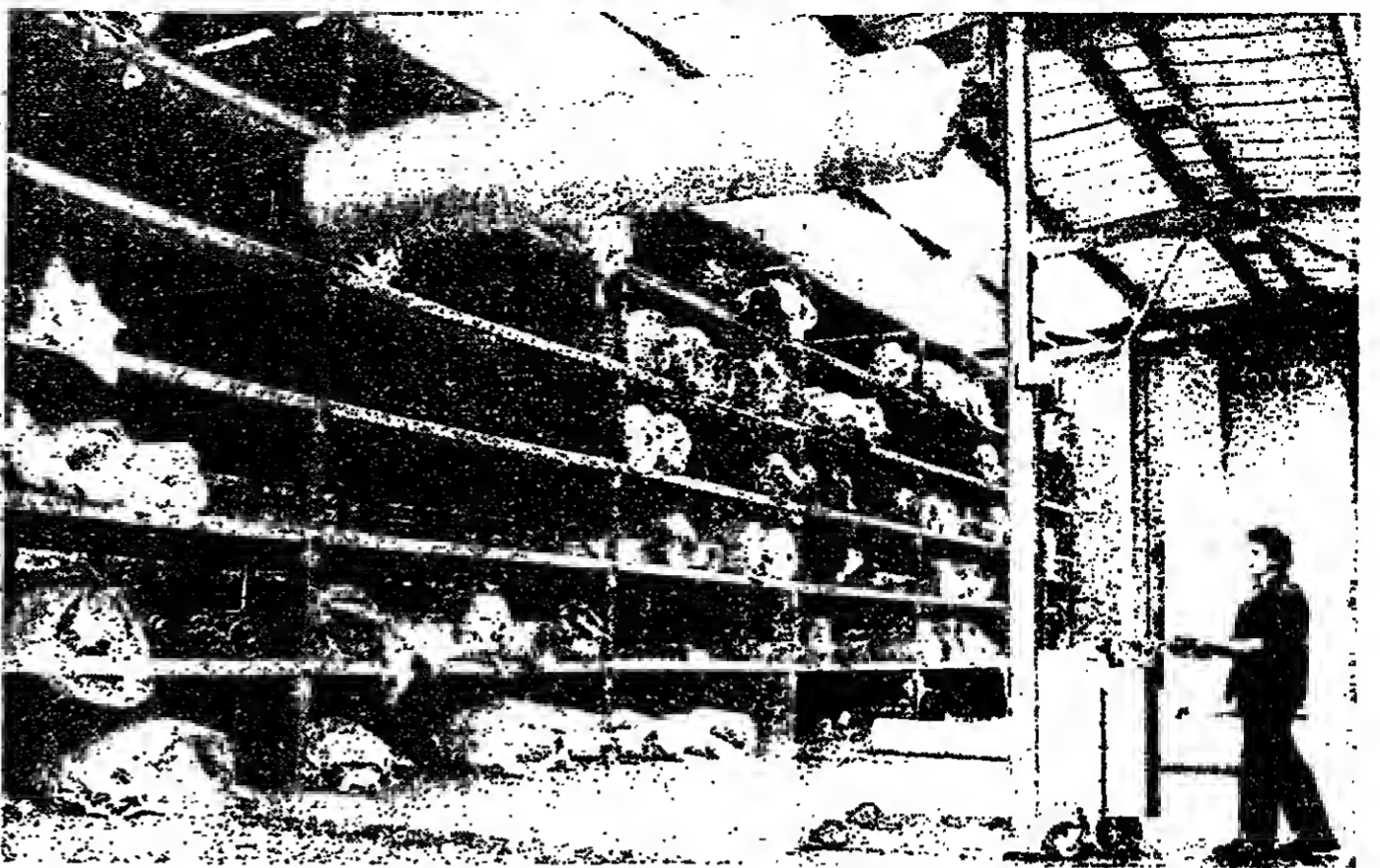


Copy 1550

Joy in life

MECHANICAL HANDLING V

Institute behind the industry



The Institute of Materials Handling is geared to help and give advice to both the large and the small companies under its umbrella.

HOWARD HICKS is a man who brings to the subject of materials handling all the verbal power and ebullience of a Welsh Hot Gopeller. At the end of this century there will be another 1bn. people on this planet. They will all want food, water and fuel. That means another 1bn. tonnes more will have to be shifted each day on top of what is shifted now. So materials handling must be treated in a much more scientific way. We must become more efficient. If we don't, then we must accept that our standards of living will fall.

Mr. Hicks insists that a better approach would not involve any massive capital investment or a switch to the very highest of technology. A more efficient use of techniques already at our finger tips is all that is required. He produces a vivid example. "Some 50 per cent of the Indian rice crop is lost through bad storage. If the national membership explains the reason, it is that the quantity of rice stored is double the quantity of rice available. And the methods required are, to Western eyes, old-fashioned."

Celebration

On May 19 Mr. Hicks takes over as the first president of the Institute of Materials Handling. It is celebrating its 15th Anniversary this year. The Institute was first formed at a meeting at the St. Ermins Hotel in London on April 17, 1952, and during its first quarter-century has worked to get materials handling accepted as a discipline which rationalises the movement of materials with economy and safety.

The objects for which it was established are:

To promote the science of materials handling and to further the knowledge and application of that science among the public generally;

To encourage and advance the study of techniques of materials handling in all its aspects.

To stimulate and promote the development of these techniques.

To increase the effectiveness of manual workers by the provision of the most effective methods of saving time and effort.

To extend, increase and disseminate knowledge of, and to facilitate the exchange of information and ideas in regard to materials handling.

Only individuals can join the Institute and then only by being elected. This composition of the membership is international in character—about 40 per cent of the members are from outside the U.K.—and the headquarters is in Meldehead, Berks.

Mr. Hicks tends to speak in world terms, and why he comes particularly to mind is that he is talking about how efficient materials handling can help the Third World.

He dismisses the idea that, with a billion more people to find jobs for by the end of the century, perhaps the ancient policy of having people handle and transport all goods might be the right one. "People who are working in warehouses are not productive, they do not add value to any product. We will not be able to take living standards by employing people just for the sake of it. The more efficient we are in the non-productive operations, the more we can spare for the productive side."

Howard Hicks is chairman and chief executive of the IDC Group of Companies.

He was born just before World War I and first qualified as a civil engineer. He was employed in local government up to the outbreak of World War II and after service with the Royal Engineers he joined a reinforced concrete company in Warwickshire as general manager.

Mr. Hicks recalls that throughout the nine years with that company he grew more and more frustrated at the frightening inefficiency within the building industry. This, in his opinion, resulted from the fragmented organisation and wide division of responsibility, with designers and builders being diametrically opposed in philosophy and more concerned with scoring over each other than understanding their relative activities.

Responsibility

Neither party was really legally or financially responsible to the client, and time and time again it evolved that the client was the whipping boy, often having to take overall control of the many activities involved.

In 1957 Mr. Hicks decided to create his own organisation which pioneered design, construction and management responsibilities as a fully integrated service in the U.K. This formation of the IDC group met with bitter criticisms from some of the professional bodies. But he has stuck to his guns and the IDC group has grown from a staff of three and a turnover of £250,000 in the first year to an organisation with nearly 1,500 employees and a £30m. turnover.

The institute has also grown to appreciate the need for an integrated "systems approach" to any materials handling problem and thought it very appropriate to have as its first president a man who had applied this to-day the term "materials handling" is accepted as one covering three elements:

Firstly, physical: the movement, handling and storage of materials into, through and away from an enterprise.

Secondly, management: effective planning, control, review and improvement of the physical aspects and the associated management information.

Thirdly, technology: the techniques required to meet physical and management aspects.

It insists that better materials handling can result in such things as "reductions in cost of handling; savings in space; minimising stocks by improved stock control; reducing waste from damage in handling or improper storage; up-grading scrap through selective handling; reducing human labour and improving safety; making work more interesting and effective; reducing fatigue; making work safer; increasing productive capacity; smoothing out work flow; improving distribution and routing; improving location and layout of storage facilities; increasing efficiency of receiving and despatching."

Guide

CONTINUED FROM PREVIOUS PAGE

(a) lack of awareness of the costs of materials handling and the factors which contribute to them.

(b) organisation weaknesses, including the absence of programmes for training and developing staff in the use of systems design and materials handling techniques.

(c) the lack of a strategic plan for site and method development, including financial planning.

"Any programme for corrective action by a company must take account of these three points," the study maintains. It gives industrialists an insight into how to identify the more obvious symptoms of high materials handling costs.

The main reasons for high cost are:

Poor layout planning. The consequences here are long and frequently complicated movements.

Poor space utilisation. Partly a product of poor layout planning. But poor use of

space in work-in-progress storage areas is also an important factor, as is space utilisation in stores.

High labour costs. These spring directly from poor layout planning, complex movement and shortage of handling equipment. Over-decentralisation of stores leads to small inefficient units.

Under-investment in equipment. The study showed only a small proportion of total costs could be ascribed to investment in materials-handling equipment and that in the sample no use was being made of modern storage and handling techniques.

Many of the companies surveyed were making do with equipment that was old, poorly maintained or badly utilised.

The survey also revealed a lack of awareness of costs. Not one of the companies knew exactly what its material handling costs were. "This ignorance of costs and of the function to staff already carry-

Conclusions

potential savings is the main constraint on the development of cost-effective materials-handling systems," the survey insists. It contains a special section on how industrialists can carry out a cost audit.

As mentioned previously, another of the main conclusions was that many of the companies had higher materials-handling costs than necessary and that the most important single cause was ad hoc expansion in the absence of a strategic site development plan.

"If the development of handling techniques is not to be constrained by past decisions, and if best use is to be made of the site, a development plan is essential," the paper declares.

Of the 30 companies visited, seven had appointed staff specifically to deal with the storage and materials handling function and 11 had allotted this

responsibilities. In 12 companies it was not possible to identify anyone with formal responsibility for the function.

In many of the companies surveyed the role of the materials-handling specialist was solely in carry out studies at the request of the production departments and to advise on methods and equipment. He was not in a position to initiate overall factory reorganisation, nor did he have responsibility for materials-handling costs. In many cases the specialist staff had no formal training in materials-handling techniques.

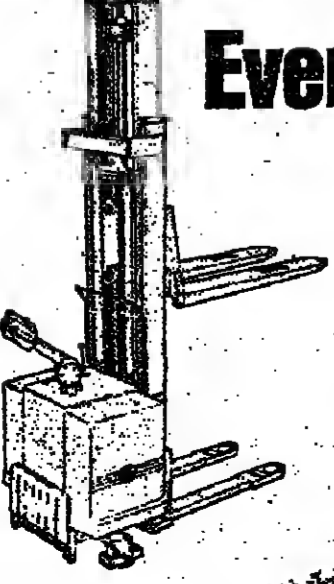
The paper insists that there is, therefore, obviously a need to train and develop staff to meet the more demanding requirements of materials-handling systems design. And there is the need to place the staff in the correct organisational relationship with other members of the company to enable them to carry out their work.

K.G.

K.G.



Even building restrictions won't stop us expanding your warehouse



Your warehouse situation may seem to say 'no' to further expansion. Ground space may be tight. Budgets far tighter. Town Planners even tighter than that!

Before you start feeling you're being squeezed out of business, let's take a broad, expansive look on the inside. We're convinced you've more room to manoeuvre than you think.

Rolatruc equipment matched with Rolatruc experience, questions the old concepts of warehouse layout. (Who says aisle-widths are

sacrosanct?) Call us, and we'll find the answer in your case.

We'll also provide the answers to the points you'll question us about—about our low-maintenance, high-performance trucks... our through-the-country service and through-the-year maintenance services... our buy-outright or by the month rental schemes... our strategic mechanical handling centres... our spare service.

Cut round the coupon now—first step in getting round your space problems.

Post to: Rolatruc Limited, Surling Road, Trading Estate, Slough, Berks. SL1 4SY

Please send me your brochures Please ask a representative to call.

Name: _____

Position: _____

Company: _____

Address: _____ Tel: _____

Rolatruc 

SHD2 ARCHITECTS IN SPACE

Hoists need a healthy export drive

HOISTS, BE they hand or electrically operated, are something of a Cinderella as far as the materials handling scene is concerned. They have certainly been around a long, long time—or at least the hand-operated types have—and are low-cost items so they tend to be unglamorous products, often manufactured just as a sideline by cranes makers.

However, some fresh light was thrown on this little-discussed corner of the mechanical engineering sector recently during the battle for control of Herbert Morris, the Loughborough crane makers.

It turned out that the Department of Industry was taking an interest in the future of Morris mainly because of its position as the U.K.'s major supplier of hoists.

In recent years Morris has been active in developing its hoist operations and is responsible for about three-quarters of British output. As this is a field in which imports have taken a large share of the U.K. market, the Department has been watching carefully the outcome of the various bids for the group.

That situation attracted two Monopolies Commission reports and the first one explained the position in these terms:

"The Department of Industry considered Morris to be one of the leading companies in the country's overhead crane and hoist industry with, in recent years, an above-average performance. The Department were concerned to establish a stronger British hoist industry so reducing the present level of hoist imports. The Department would not wish to imply that a take-over by a larger group would necessarily be detrimental to either the industry or Morris. However, used in the crane and lift industries—accounted for about £44m. worth of sales in 1974. This was a 266 per cent jump on the 1970 level.

trada would not be reduced in the event of a take-over."

The hoist industry is, of course, much smaller than the crane business to which it is so closely related. The products are hand-operated chain hoists or "blocks" and lever pull hoists, and electrically operated wire rope or chain hoists.

Hand operated hoists are installed where use is infrequent and may have lifting power of as much as 20 tons. Cranes frequently incorporate hoists, for example where a crane has a self-contained lifting device on a runway.

It is therefore not easy to isolate figures relating to hoists. In 1974 the U.K. hoist industry had sales to third parties of the order of £5m. and this probably has not increased very substantially in view of the recession.

Morris gave the Monopolies Commission in mid-1976 these estimates of the market and of its own percentage share of both U.K.-made and imported products.

Market

The wire rope hoist market was estimated to be worth £2.2m. and Morris claimed 10 per cent of it. The electric chain hoist market was said to be worth £1.6m. with Morris having 12 per cent. Hand pulley block sales were said to be worth £1.4m. with Morris having a 25 per cent share and lever pull hoist sales were reckoned to be valued at £700,000 and Morris claimed 30 per cent of them.

As far as industrial classification is concerned, hoists are categorised as "lifting and winding devices." And the total lifting and winding products—including the powered types industry or Morris. However, used in the crane and lift industries—accounted for about £44m. worth of sales in 1974. This was a 266 per cent jump on the 1970 level.

Exports for the same period increased from £8m. to £17m. or 112 per cent. while imports showed a similar increase from £6m. to £14m. or 132 per cent.

There are about 50 companies employing about 4,000 people which make up the U.K. lifting and winding business. But most of them modify or assemble imported hoists.

Apart from Morris, the other two major U.K.-owned manufacturers are the Clayton Crane and Hoist Company, which is part of the Porter Chadburn group, and Metterson, a subsidiary of Williams Hudson.

The National Economic Development Council's "Little Noddy" for the mechanical handling industry also lists Clerke Chapman, Stobert and Pitt, Boughton and Son, Felco, and George King as significant companies in the industry.

The sector faces increases in imports of completed and part-completed equipment with competition from Japan, Germany and Bulgaria where manufacture is based on high-volume, mass-production methods.

One prominent West German company—Demag, which is part of the Messenmann group of engineering companies—has set up a manufacturing operation at Benbury, in the U.K. for its overbead travelling cranes and at the same time probably provides Morris with its main competition in the market for hoists of various types.

Mr. Boh Jones, general manager of Morris's Light Products division, insists that this is a growth market.

He says the Health and Safety at Work legislation has concentrated employees' minds on what they should and should not be doing in the way of lifting heavy weights. So hand-operated hoists are required in more locations than ever before.

It is not only the U.K. which

offers growth. As far as the hand operated hoists are concerned, Morris is now exporting about half of its output. Like so many other U.K. engineering companies, its strongest traditional markets are the old Commonwealth countries. But the group is now getting more and more into Europe and is about to enter the vast U.S. market.

One of the arguments Morris had against the bid by Babcock and Wilcox (the one eventually defeated by an agreed offer from Davy International) was that Babcock would kill at birth Morris's plans for the U.S.

Competition

Babcock's recently-acquired U.S. subsidiary, American Chain and Cable (ACCO), is in direct competition in the hoist market with Morris. The British concern argued in the U.S. Courts that the bid should be stopped because Babcock wanted to halt Morris's march into America. The reason, it was claimed, was that ACCO is smallest of the five U.S. hoist makers and therefore more likely to suffer if Morris is successful.

Now the matter is settled, Mr. Jones maintains: "We have the high quality equipment the Americans want but we can offer lower prices. Entry to the States could do wonders for our business which needs very high volume because the overheads are high compared with the price of the product."

Linked in the "lifting and winding devices" category in the mechanical engineering sector are lifts and escalators.

This, in value terms, is higher business than that for hoists and winches. The industry's sales rose from £36m. in 1970 to £50m. in 1974, a 39 per cent increase, while exports over the same period remained static at about £6m. at a time when imports climbed 400 per cent. from £1m. to £5m.

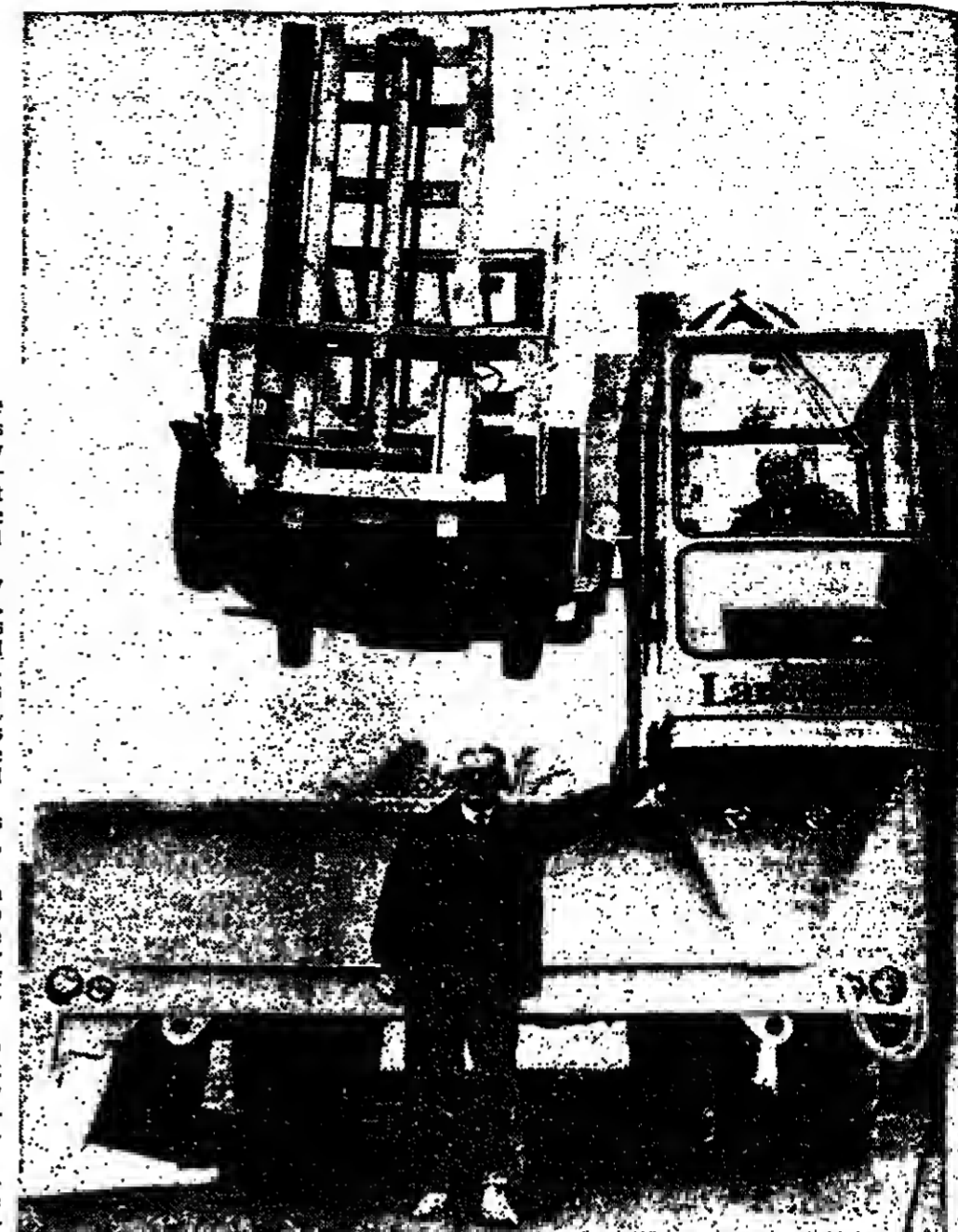
About 100 companies are nominally manufacturing lifts and escalators but many employ as few as 20 people. Total employment in the industry is put by the National Economic Development Office at around 14,000 people.

The sector is dominated by the Otis Elevator Company, an American-owned business which is part of the U.S. United Technologies conglomerate. Other important companies include Express Lift Company, one of the many subsidiaries of the British General Electric combine, and Merryat and Scott.

Competition in world markets comes mainly from the U.S., West Germany and Italy.

Currently the industry, whose fortunes are strongly tied to building activity, is in a depressed state and orders for new equipment at the end of 1976 were 50 per cent. below the December 1975 level.

Home sales are expected to contract drastically in the next two or three years and recovery is dependent on the construction industry. Import penetration will be reduced, however, as always happens during a deep recession, and it will be essential for U.K.-based companies to increase exports substantially to survive.



Two of the vehicles built by Lancer Boss, which claims to make the widest range of lift trucks in the world.

Containers are still a boom industry

THE UNIT load concept, which was virtually unheard of just ten years ago, has blossomed to such an extent that container and trailer services now dominate the world's main general cargo handling routes.

Containerisation, first introduced on the North Atlantic run between the U.S. and Europe in 1966 continues to go from strength to strength as demonstrated by the fact that several major trade routes are due to switch to "boxes" this year.

As a result general cargo ships are becoming almost obsolete and are tending to be used solely in the areas where there is insufficient trade to warrant the considerable capital expenditure entailed in containerisation.

Advantages to shippers stemming from containerisation include fast regular services using swift modern purpose-built containerships and highly automated terminal facilities which ensure quick turn-around times in port. Co-ordinated rail or road services allow a door to door service and damage and pilferage in transit is greatly reduced by the increased security afforded by sealed containers.

And the advantages of containerisation are not denied to shippers of small consignments of goods. For example, two of the main container consortia—Overseas Containers and Atlantic Container Line—have formed Containerbases Ltd. which manages a chain of purpose-built inland clearance depots offering groupage facilities—that is consolidating export goods into container loads.

Just this month Brown Jenkinson, leading shipping agents, announced that after studying the growth of ro-ro traffic to the Red Sea during the past 12 months, it felt that containerised operations were now "highly suitable for this area."

This coincided with news that new container services between the U.K. and Red Sea ports were planned by the Scandinavian Middle East Line and Saudi Orient Maritime, the Saudi flag shipping line.

Last month P & O Strath-Ellerman and the United Arab Shipping Company set up the Arabian Peninsula Container Line which is now operating four fully cellular container ships between Tilbury and Liverpool and the ports of Dubai, Muscat, Dammam,

Bahrain, Doha, and Abu Dhabi. This has been demonstrated recently in the Middle East ports where several giant ro-ro's have been introduced as a way round the considerable congestion felt at the Middle East ports which were ill-prepared for the oil-led trade boom.

But improved port management and huge investment in new berths and other cargo handling facilities in the Middle East has eased much of the congestion and appears to be swinging the pendulum back in favour of life-on lift-off container vessels in this key trading area.

Other new trades going over to containers this year include U.K.-New Zealand, scheduled to begin next month, and the Europe-South Africa services being swung the pendulum back in favour of life-on lift-off container vessels in this key trading area.

the Trans-Siberian Railway winning an increase share of container traffic between Europe and Japan. Here, however, the competing shipping lines claim that the State-owned Trans-Siberian Railway is quoting "extremely low prices."

The cost of containerising the U.K. main trade routes includes the acquisition of specialised vessels, new berths, container handling equipment and inland depots has probably been well in excess of £1bn.

But after taking the plunge into containers in a big way, Britain's main consortia are beginning to see a healthy return on their investment. OOL for instance has just turned in pre-tax profits of more than £42.55m. for its owners—Ocean Transport and Trading, P & O British and Commonwealth and Furness Withy.

The undoubted success story of the container concept has demonstrated just how advanced technology gives sufficient financial backing to transform an industry. But a biological innovations not every technology has. This progress was largely at the expense of the dockers who, in the course of the past 10 years, have seen their numbers more than halved to 29,200.

A broadly similar pattern is emerging in the Far East where

First names in industry need careful handling.

- Alcan Aluminium - Bass Charrington
- Beecham Group - Bowater Corporation
- Bridon - British Airways - British Railways
- Board - British Steel Corporation
- Calor Gas - Ciba-Geigy - Dexion
- Dunlop - Firestone - Ford - GEC - GKN
- Green Shield Trading Stamps
- Hawker Siddeley - H.J. Heinz - IBM - ICI
- ITT - Kellogg's Company - Kodak
- Lloyds Bank - Mersey Docks
- Montague Meyer - Perkins Engines
- Port of Bristol - Port of London - Reckitt & Colman - Redland - Reed International
- Roils Royce (1971) - Scottish & Newcastle Breweries - Smiths Food Group
- Texaco - Tube Investments - Unigate
- Watney Mann - Whitbread - Wiggins Teape



The first name in materials handling.
Barlow Handling Limited.
Head Office: Airfield Estate, Maidenhead.
Tel: Littlewick Green 2151.
Hyster lift trucks, Saxby reach trucks, Hi-Racker high bay warehousing trucks.

These are some of the important customers whose materials handling needs are met by Barlow Handling. As far as care for our customers is concerned, we bring more resources to the task than any other lift truck company in Britain. BarlowCare provides a nationwide service to industry from twelve well-equipped depots throughout the country. Experience, service and the right equipment for the job... these are the reasons why first names in industry come to Barlow Handling.

Consortia

Other new organisations spawned by the container revolution include giant container leasing companies which, like the big shipping consortia which own most of their own containers, use computer techniques to locate and schedule their thousands of "boxes."

American companies pioneered containerisation using converted cargo liners or tankers but it was the major European shipping lines which developed the purpose-built cellular containerships now operated by various consortia.

Roll-on roll-off (Ro-Ro), involving trailers, other commercial vehicles and cars driving on and off vessels by way of ramps, has been the other main breakthrough on the cargo handling scene. Although some people view Ro-Ro as a competitor to containerisation, in practice Ro-Ro tends to apply mainly to short-haul routes. There are, however, many combination vessels offering a mixture of container and ro-ro facilities.

The main attraction of the ro-ro system is that it can be operated from traditional quays and therefore gives great flexi-

We'll be making quite an impression at Birmingham.

You have probably been tied to the same battery supplier for some time. And you're going to need a bit of convincing before you change. But there is a reliable alternative source: Varta. Proven throughout the world for their incredible performance. Backed of course with an outstanding Nationwide Service. And you can have them now: Varta (Great Britain) Limited, Industrial Battery Division, Cropmead Industrial Estate, Crewkerne, Somerset. Telephone: Crewkerne (0480) 73971.



■ VARTA

Stand 5618, Hall 5, International Mechanical Handling Exhibition

Copy 1/50

MECHANICAL HANDLING VII

Training gathers new impetus

ONE time the most sophisticated pieces of equipment the series of pay demands for average dockers was ever extra skills. A number of the people to use were the simple major companies like British Leyland and Reed International always have training, tests and the "mechanical handling" revolution has been a constant feature of the industry. The "mechanical handling" revolution has been a constant feature of the industry. The "mechanical handling" revolution has been a constant feature of the industry.

The docks industry has been helped by employers speed the process of interviewing and choosing job applicants and workers adapt to new cargo companies could then supplement a basic training schema outside of the major companies with their own instructors to have been less willing, or suit their particular requirements, to spend either the money on sophisticated training schemes. Like the training groups should start work on the National Board of the National Board (NDLB). The NDLB has been set up since the 1920s. For years, the NDLB has been concerned with the spread of industrial accidents which cost the country up to £200 million a year in damages and compensation and the cost of accidents to industry ranging from individual companies to the national level. The working parties will study the guidelines on forklift truck training contained in a report by the Road Transport Industry Training Board (RTITB) which is already used by a number of companies as a training manual. The RTITB has been invited to join the study groups of the various industry training boards operating in other interested industry training boards.

A recent Institute of Materials Handling inquiry into forklift safety and training supported the RTITB findings and applauded the call for a national system of training and certificates. It drew particular attention to the need for strict medical examination before workers are allowed to use potentially dangerous pieces of equipment.

RoSPA says: "In 1975 there were 14,858 accidents involving industrial trucks, of which 48 proved fatal. While the toll in terms of human life and suffering resulting from this sort of accident has fallen in recent years, it is still unacceptably high."

Most industries involved with mechanical handling already operate training schemes but requirements of the training boards vary. The National Federation of Building Trades Employers has drawn up its own study but fear that the introduction of "certificates of handling forklifts over rough ground. The report stressed the importance of selection, choosing the right man to employ, and the necessity of strict training before individuals are allowed to use potentially dangerous pieces of equipment.

The building industry, through the Construction Industry Training Board, has its own training school at Bircam Newton. Workers are instructed in the use of equipment ranging from forklifts to sophisticated earth-moving machinery and cranes.

Major employers like Wimpey and Laing also have their own training schemes, to supplement the industry instructors, and training here is usually very strict.

The effects of the mechanical handling revolution on changing working patterns is best illustrated in the docks industry. Containerisation has completely changed the traditional face of Britain's ports. From a highly labour-intensive operation the industry has drastically cut its workforce as bigger and bigger machines have taken over jobs previously handled by hundreds of dockers.

The industry has always been conscious of the potentially high risk to which its labour force is exposed. These have increased with containerisation, although the number of individual accidents has been reduced as the labour force has been cut. Mr. Mike Compton, a Port of London Authority Safety Officer, said: "When a 30-ton containerised load can be handled in a single lift, the danger of a serious accident must be increased."

PLA dockers are trained to operate a wide range of handling equipment at the NDLB training centre at Saunderness Road on the Isle of Dogs adjacent to the India Millwall Docks. In some cases it is impossible to carry out training at Saunderness Road—for instance, it would be difficult to provide adequate, and expensive, on-site training for monster pieces of equipment like the PACECO container crane. In these cases NDLB instructors will provide training on the berth itself.

The scheme is comprehensive—it has to be, with PLA dockers alone operating 25 different



We design and build

to give you cost effective storage and distribution

For over 20 years IDC has created the most cost effective warehouses and distribution centres in Britain and abroad. Wholly efficient cost effective developments give added profitability to the client.

Correct design based on sound evaluation studies, is essential. The 'IDC Design and Build' service achieves this with its 'in-house' teams of highly qualified professionals—operational engineers to evaluate storage, handling and distribution requirements, designers versed in every aspect of engineering and disciplined architecture, and its own building organisation. This fully integrated approach saves time, saves errors, saves you money, not only initially but in operating costs. At all stages your own warehousing specialists are closely involved, as their experience of the handling needs of your products is vital to ultimate success.

The IDC brochure presents the full story. Proof you cannot ignore. Write or phone for your copy. IDC Limited, Stratford-upon-Avon CV37 9NJ Telephone: 0789 4288 Telex: 311201 or IDC House, 23 St James's Square, London SW1Y 4JH Telephone: 01-839 6241



design and build

Offices in all Western European Countries, The Middle East and North and South America



still
stry

representatives

RoSPA has invited representatives from the ports, automotive, warehousing and other industrial trucks, of which 48 TUC has also been asked to take part in the study but fear that the introduction of "certificates of handling forklifts over rough

Big opportunities for computers

CAUTIONARY tale was told recently about the pitfalls of pressing micro-computers to industrial processes—in this instance a somewhat specialised form of mechanical handling. It involved a fully automated plant for the processing of a large stock of military missiles.

The method used to design it had to be a completely safe controller was lengthy to say the least clumsy and a year to complete. Though powerful units were in the line and the two processors for the basic approach to problem were not really simple enough, the designers had to stick with them until the time schedule since was not absolutely certain in the more powerful units had become available.

One of the main problems was that the computers were used to run both the actual filling of the chemicals, pumps and relays to the sensors, and the full supervision of the whole system for a year.

It was decided to operate the units in parallel, sharing various functions, and the design of the programs for was basically a simple one of events took two years. Even when the equipment was being installed, there was a slight hiccup, since an electrician saw fit to feed 110 to the micros.

Someone who still believes in the micro solution holds all answers and is simple to use will undoubtedly have a awakening. The same time the advantage of incorporating these into controllers are such they quickly repay all the put into them. One of the applications of the multi-processor Micro Flex 3 from for instance, will be in memory providing control in the Mainline pipeline runs from South Wales to a variety of petroleum products to distribution depots in the east and Birmingham.

Used by Esso, Gulf and Texaco, the line's facilities are being extended to meet the needs of Amoco. The £65,000 worth of Serck equipment will include micro-driven master stations and out-stations.

Programmable electronic controls, also to go on a pipeline, but this time on 800 km gas line in the USSR, form a large part of a £2m contract won by Ultra Electronics for the Coburn Consortium (Coper Bessemer, Rolls-Royce and Willbros). They will supervise the operation of 42 gas turbine/compressor sets which will pump the gas along the line.

Replacing electromechanical relays and discrete electronics, the device takes its instructions from an erasable programmable read-only memory to handle the work of filling six huge silos from incoming ships. In turn the silos feed the product to a bagging plant, or to bulk hoppers required to supply road end rail vehicles. There are a total of 107 input signals from the hopper control valves and the air slides which lead to the cement to the required destination and 111 output control signals, and the whole electronics fits into a cubicle about the size of a coat cupboard.

One aspect of micro-processor or programmable control is that it allows large plant to be automated stepwise much more easily than a fully centralised control system based on a powerful controller which is more likely than not to be a microcomputer at the present moment. This method of installation also causes far less interruption of operations.

Some control equipment, Italian car industries have been so quick to see the possibilities of such equipment to do the more unpleasant jobs on the production lines at high speeds and regardless of heat and fumes—spot welding and now heavy duty welds on pans and stiffeners.

While this is an extension of the ideas of mechanical handling, the abilities of robots to solve difficult transfer problems where parts—which can be extremely hot and heavy—be moved through complex paths and precisely placed, are worth examining. They can frequently replace complex conveyor layouts, combined with secondary manipulation.

Robot technology comes under the general heading of machine intelligence—a subject on which IBM, among others, has been expending a great deal of time and effort. Work at IBM goes a great deal beyond robotics since it is looking at ways of teaching robots to recognise workpieces and whether they are in the right position for presentation to the device being assembled. This apparently simple procedure is probably one of the more difficult to reduce to a stream of computer instructions and a large amount of programming expertise is being devoted to the production of general solutions applicable to any handling/assembly problem.

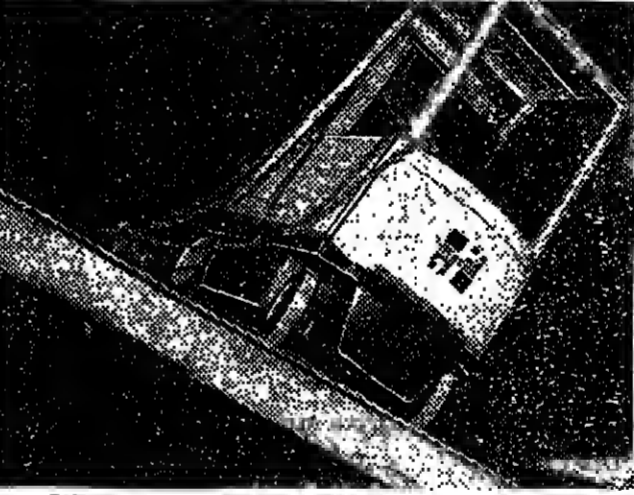
In Britain, Edinburgh University's Machine Intelligence Unit, under contract to NEL, is seeking a method of teaching a computerised robot to "see" so that it can be given such jobs as inspecting engineering parts when loading from one machine to another.

Considerable progress has already been made, particularly in using computer-controlled TV as a means of recognition and pattern-matching.

This area of computer applications is one of the most exciting with incalculable consequences for the manufacturing operations of the not too distant future.

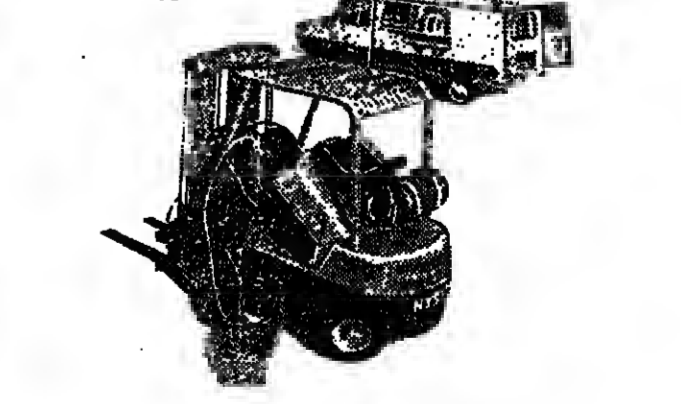
Ted Schoeters

Choose Hyster. Make a profitable difference to your company's handling operation.



Who else researches as thoroughly as this? In the world's largest lift truck research facility of its kind, Hyster trucks are designed, tested and proven before they are pronounced ready for production. These are the trucks that are developed to give you safe, trouble-free performance. From concept to production specifications, total control and standards are solidly in the hands of Hyster Company's technical team. Not everyone in the lift truck business is quite as rigid - and it shows.

Who gives you the largest lift truck range? Barlow Handling brings you by far the largest range of lift trucks in the country. The Hyster product line includes trucks from 2000 lb to 100,000 lb capacity in electric, diesel, petrol and LPG - over 70 models. Trucks proven in use in almost every industry. Trucks with built-in features to give you the productivity and reliability you need. This is the range broad enough for you to select precisely the truck you need for your particular application.



Who else manufactures to such high standards? Hyster Company's British manufacturing facility is one of the largest and most sophisticated lift truck plants in Europe. Here the approved design specifications are translated into quality engineered trucks. The finest materials, the skills of people committed to achieving the standards you need, quality assurance right down the line all ensure your Hyster truck has the technical edge over the rest.

Who offers you the most professional and comprehensive back-up support? Barlow Handling - your British Hyster distributor, your single source for all your lift truck needs. Our services cover the whole spectrum of materials handling - expert advice, buy, lease or hire options, nationwide parts and service facilities, demonstrations and training. From 12 depots we give you total service, locally. Choose Hyster from Barlow Handling. You can stake your reputation on us.

To: Barlow Handling Limited, Marketing Services Department, Airfield Estate, Maidenhead, Berkshire SL6 3QN. Please send me full details of the Hyster range. FT10/5/77

Name: _____ Position: _____
 Company: _____
 Address: _____ Tel: _____

BARLOW handling **MOBILE 077** **Stand 5519**

Barlow Handling Limited, Head Office: Airfield Estate, Maidenhead, Tel: Littlewick Green 2151. Caledonian Division: Waidpark South, Strathmairn, Tel: Cumbernauld 2501. Local service from depots at Avonmouth, Bardon, Birmingham, Abridge, Cardiff, Cumbernauld, Dundee, Heydock, Maidenhead, Peterborough, Rotherham, Southampton.

MECHANICAL HANDLING IX

The National Centre

SMALL COMPANY... adding to industry's costs began to be much more appreciated. Yet its birth was accompanied by considerable scepticism. There were doubts about whether it could survive after the first flush of enthusiasm, and there were questions as to whether it really had a useful role to play—especially as that role involved educating industrialists who may often have thought of themselves as knowing all there was to know about the physical running of their operations. Its financing was also a matter of concern: it was always intended that it should be self-supporting, though non-profit-making, an ideal which has all too often proved far from easy to achieve in the case of industry-oriented research bodies.

Today, the centre is in the process of moving into larger premises. It is not only self-supporting but, as Mr. John Williams, its director, puts it, "embarrassingly in surplus." And it is brimming with confidence. "We had been looking over our shoulders all the time, wondering if it would continue. Now we are looking ahead," says Mr. Williams. The not so lusty infant has grown up to be extremely healthy.

In doing so, it has changed emphasis. Its aims remain much the same as ever—to promote national awareness of the importance of materials handling; to encourage the development of and use of modern handling techniques in all areas of industry; to promote an increase in the number (and effectiveness) of trained materials handling engineers and managers; and to co-operate and liaise with organisations overseas with similar objectives.

But there has been a growing emphasis on practical activities as an industrial support service. And there has been a switch from concentration on distribution to the production side of industry.

Industry itself is making more use of the specialist knowledge of the centre—whose income comes from subscriptions from its member companies and from fees from companies and organisations, including Government departments, making use of its facilities—a trend especially apparent in the last four to five months as the requests for advice have increased in line with the increasing signs of upturn in the economy.

The company, which claims to be attracting an additional 10 to 15 customers a month and has recently won over some major customers in the drink industry, including Teachers.

The company now has about 1m. pallets in the pool, of which a very high proportion are out on loan to companies. The planned rate of expansion has, it is understood, been closely adhered to and care has been taken not to over-stretch the organisation, since good service is regarded as a cornerstone to its success. Since its inception in early 1975 the charges have only been lifted once, by about 15 per cent, to account for higher operating costs. But Chep is well aware of the dangers of the relative economies affecting pallets, such as suddenly changing wood prices.

In the course of the year, the Centre is likely to have helped some 200 companies in one way or another on specific problems which might well go all the way up to direct system design. The message it will be putting across in every case is that the costs involved in materials flow right through distribution and production processes are massive—handling was between 10 per cent and 67 per cent of factory costs, averaging out at 35 per cent, in a study of 40 engineering companies undertaken by the Centre—and that the big savings will be found by looking at this in total rather than in piecemeal fashion.

Of particular importance are the seminars run in conjunction with the Department of Industry's materials handling committee, set up in September, 1973, as one of the four sub-committees of the Department's industrial technologies committee and another mark of the importance now being attached to the subject.

There are several ways it will do this. First, it aims to keep industry up-to-date, publishing an abstract journal, sent out to some 500 subscribers, giving a worldwide coverage of developments in materials handling. This is backed by a specialist library and information service.

Secondly there is the direct technical assistance exemplified in the case study given earlier. Often, this involves giving specialist support to project teams or offering comments on schemes developed by a company's technical staff. Often, much more may be involved: the Centre is prepared to accept complete responsibility for the analysis, design, planning and implementation of

WORLD AIR CARGO traffic is ample in the design of new freight handling systems, new terminal buildings, improved types of aircraft on the physical side, while there will also be a growing demand for streamlined procedures for data processing and Customs clearance. The air cargo industry is ideally situated for the development of mechanical handling. The rapid transport of goods of all kinds over long distances by air indicates the need on the ground for highly modernised handling systems, capable of swiftly loading and unloading those goods from the aircraft, processing them through computerised ground-controls, including customs clearance, and speeding them smoothly on their way by surface transport to their final destination. It is an ideal situation that apart from a few major airports round the world where sophisticated systems have been installed, does not exist.

This expansion is creating, and will continue to create, a number of new opportunities and some new problems for all those engaged in this side of the air transport business—for ex-

am. In all this, the Centre does not just confine its activities to this country. It has participated in seminars in France and Jamaica, worked in West Germany for a British company there, and carried out a study on the operating costs of cold stores at the behest of the New Zealand Meat Research Institute—in which, incidentally, it so impressed the New Zealanders that an Institute representative was sent to Cranfield on secondment.

At the moment, it is in the process of inviting Common Market organisations interested in materials handling (though the Centre has no exact parallel elsewhere in the EEC) to a meeting at Cranfield aimed at establishing an EEC-wide link-up on mechanical handling.

Now the basic constraint on the Centre's development is a lack of specialist staff and it is currently well into a long term phase of training its own.

Overall, the success of the Centre is no longer in any doubt. Neither is the need for its continued existence. The objectives which we set ourselves on the first of May, 1970, are more than ever worthwhile today.

Lord Ryder, chairman of the Centre—and chairman of the National Enterprise Board—said in the Centre's last annual report. There can be few people involved with materials handling who would disagree.

David Walker

There are some notable exceptions. Airports such as Heathrow, Frankfurt, Kennedy, New York and Charles de Gaulle at Paris, for example, do have cargo terminals fitted with modern handling systems, with plans for further improvements in the future. At Heathrow, there has been an electronic system called LACES (London Airport Cargo Electronic Data Processing System) in use for some time—whereby the airlines, handling agents, and Customs authorities have been linked by computer for the purpose of speeding the clearance of cargo through Customs. A working party has been set up in recent months to draw up a new specification

Efforts. This is not for want of trying on the part of the companies making the equipment. They have been linked by computer for the purpose of speeding the clearance of cargo through Customs. A working party has been set up in recent months to draw up a new specification

of operational requirements for this system in the 1980s, and the results are expected to be published some time this summer.

To a large extent, the provision of adequate mechanical handling devices for air cargo is governed by the variety of freight seeking shipment. As the overall volume of freight carried by air increases, so does its variety. Systems capable of handling some types of freight—say, meat shipments—will not necessarily be suitable for others, such as bulky loads of machinery. This not only provides a challenge to the designers of the freight terminals but also to the manufacturers of the equipment required for airlines and airport authorities are not likely to be prepared to spend large sums on a wide variety of handling devices, and where possible equipment must be capable of performing many different roles.

The development of standard containers, into which freight forwarders are able to consolidate many small items of shipments and which can be reasonably conveniently and swiftly loaded into the holds of large wide-bodied aircraft, has done much to improve the handling of cargo and has enabled the introduction of computerised handling facilities at some of the busier and more up-to-date airports, where administrators and airline users are more aware of the need to maximise freight revenues.

But the real challenge must come from the developing air freight requirements of the Third World, where, in fact, air transport generally is expanding at a much faster annual rate than in the more highly developed areas such as the U.S. and Western Europe. It may take years for the complex and expensive techniques already evolved for airports such as Heathrow and Charles de Gaulle at Paris to percolate through to the remote airfields of the Middle East, Africa and South America, but it is to and from those airfields that much of the world's future air freight will be moving.

It is not likely that the airport authorities in those areas will think in terms of building expensive cargo facilities, at least in the immediate future, and so it may well become necessary for the air transport operators and forwarders themselves to think of innovative procedures to ensure that their freight, on arrival, is not left lying around for days on end—a fate which has befallen more than one cargo in those parts of the world in recent times. In some places Customs clearances themselves are still comparatively primitive, and local regulations can provide some traps for the unwary shippers and airlines. These are problems for governments to deal with, but so far as the handling is concerned, airlines might find it

Michael Donne
Aerospace Correspondent

Servicing air cargo

Established

Pallets

CONTINUED FROM PREVIOUS PAGE

figure, subtracting the number of accounted-for pallets from number produced, is never less felt to be on the low side, as some considerations are taken into account.

The three most important reasons contributing to the loss of pallets were lack of efficient control over their use, the poor quality of some pallets, and incorrect use. In the latter case it is clear that the transportation of metal products is more likely to damage a pallet than goods.

Although the survey makes recommendations, such as need for more emphasis on control of pallet operations, it is the point that industry must find its own answers to its dilemmas. However, it is hoped the publication of the document will be followed by a full conference at which these dilemmas can be discussed.

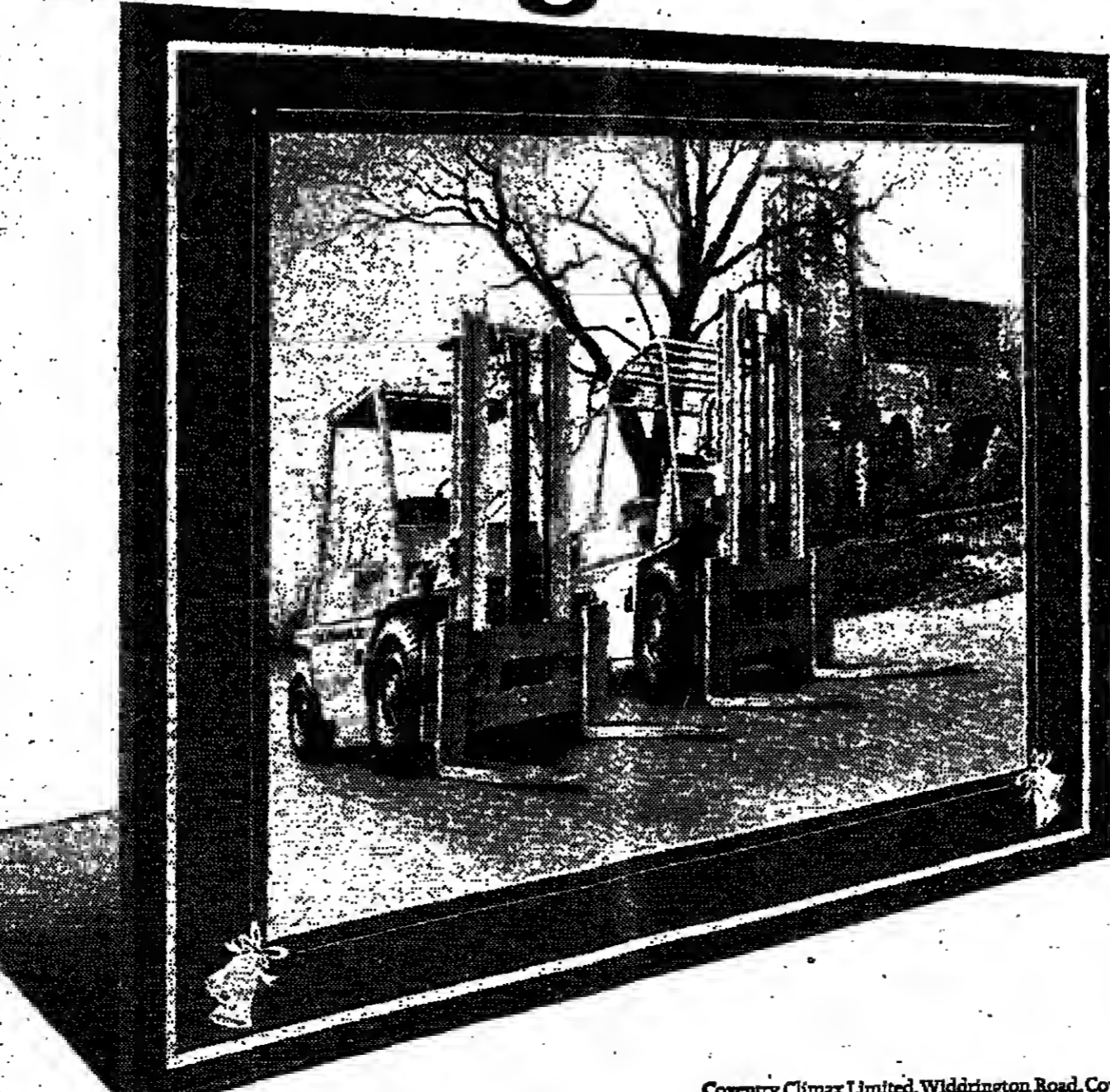
In these circumstances it believes its customer companies have much to gain, in that an annual contract, for example, will provide a fixed cost element in the company's budget plans. This also includes maintenance of the pallets, which can be a comparatively expensive operation if there is a bad record of damage.

Two new depots, on Jersey and Guernsey, have recently been opened, and company policy now is to open a depot where required if the amount of business demands it. At present parts of the West Country remain uncovered, but one big contract in the area would probably be enough to warrant a new depot.

One apparent constraint on the further expansion of the pool is the training of necessary personnel to run depots—this is of necessity a time-consuming process but is regarded as vitally important. It is claimed by Chep that it will go into profit on a month's trading basis for the first time during this year, and will start justifying the initial £5m. invested in setting it up.

Although the company can offer an important service and go some of the way to solving the problems of losses, it is so far only helping in a comparatively small way in the overall, large-scale problem. Whether it will become a truly national pallet pool or whether it is still necessary to set one up remains to be seen.

Lorne Barling



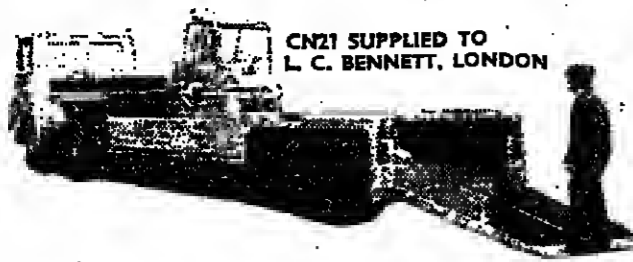
Coventry Climax Limited, Widdington Road, Coventry CV1 4DX. Telephone: Coventry (0203) 27711. Telex: 31192.

For you, it's a marriage of convenience.

Think of the strength of a leading fork truck company. Then double it. Coventry Climax and Conveyancer are now together. With perhaps Europe's largest fork truck range—and superb joint facilities for customer service. That makes for a new force to be reckoned with at home, and in export markets. Because now we're together, nothing's missing. Only the competition.

Coventry Climax
Leyland Special Products.
Climax, Climax Conveyancer, Climax Shovel loader, Climax Steinbock.
Together, we mean business.

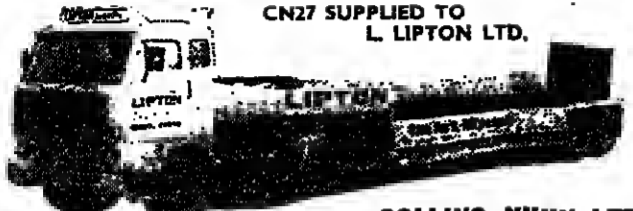
The Market Leaders in Fork Truck Trailers



CN21 SUPPLIED TO L. C. BENNETT, LONDON



CN22 SUPPLIED TO LANSING BAGNALL



CN27 SUPPLIED TO L. LIPTON LTD.

GOLLINS-NUNN LTD.

SUTTON SCOTNEY, WINCHESTER, HAMPSHIRE, ENGLAND. Tel: 094276 871 Telex: 477174 Colning



SIGN OF QUALITY

MECHANICAL HANDLING X

Greater efficiency from improved racking

MODERN RACKING techniques have become such an integral part of warehouses that any planning of new or wholly re-organised warehouses should ideally be based on the kind of racking system and any related automation to be used.

In many cases racking systems are part of the structure of new warehouses, a trend which necessitates this forward planning and will probably do much to improve safety and efficiency in the longer term.

Demand for racking systems is largely dependent upon the confidence of companies, which are generally not inclined to go in for heavy capital expenditure on new warehouse equipment, or even modernisation when their liquidity is not good.

The recent economic difficulties have clearly affected demand, but according to some companies there is now some improvement in orders, although rising costs both of the equipment and installation have had a dampening effect.

Selectivity of goods remains the key factor in deciding the type of racking required, combined with the degree of automation in the system. In the widespread and relatively unsophisticated area of pallet racking, little has changed in recent years, with the balance between space and reachability of goods remaining the counterbalancing factors.

Versatility

Fork lift trucks are nevertheless continually improving in minor ways, marginally improving the efficiency of pallet-based operations. For sheer versatility, particularly in comparatively small-scale operations, they are unsurpassed. The major advances have been reach trucks, enabling two-deep racking, and high-rack stackers. The increased cost of space, due to increased land values and higher construction costs, has underlined the need to make the best possible use of

available space, and in most cases the only direction possible has been upwards. This has created the need not only for efficient racking, but much greater strength and reliability.

This reliability is not only essential for the protection of valuable goods stored in warehouses, but for the prevention of collapse, which in confined spaces will almost certainly cause serious injury to anyone involved. Although a wide range of variable configuration racking systems has become available, and has provided much needed flexibility within the warehouse, it has created the need for added precautions when being moved.

The makers of this equipment are continually improving these systems to improve both efficiency and safety, but there remains the danger of a collision by a fork lift truck which can have disastrous effects. Although these remain comparatively rare, it is a matter which has caused serious concern and continues to be studied.

The important factor in these instances is whether the racking system will withstand reasonable impact without causing a progressive collapse of racks. Most manufacturers of reputable and indeed saleable systems have conformed to the Storage Equipment Manufacturers' Association design code, which is continually evolving and which is expected at some future date to cover accident damage.

The National Materials Handling Centre at Cranfield continues to do valuable work on safety factors and has recommended further study into the risk of collapse of pallet racking. In the U.S. there are two different codes covering racking, one on a general level and a second, higher code, which only a minority of manufacturers adhere to.

The risks of collision have also been tackled by attempting to prevent fork lift trucks leaving a determined path between

the sometimes extremely narrow aisles between racks. Sometimes fitted on the trucks are guide rollers, which in turn edge up to guide strips on the racking or floor, preventing deviation.

But recent investigations by the Materials Handling Centre revealed that in many typical warehouses much of the racking at present in use did not have its components positioned in such a way as to maximise the margin of safety against collapse due to impact, and hence contravened the spirit of the Health and Safety Act.

It is clear, therefore, that much of the effort of manufacturers in designing and manufacturing the product to a high standard of safety is wasted through inefficient installation of racking. While this might be a matter taken up at individual company level by trade unions and safety officers, it has also been suggested that a wide ranging industry body, including interested parties and the Health and Safety executive, ought to be formed to tackle the problem.

The major racking manufacturers in the U.K. have experienced comparatively good demand for their products recently, although this has levelled off in the last few years after a period of steady growth. Last year sales were estimated at a value of about £13.2m, compared with £13.8m. in 1975 and £13.9m. in 1974, but with steady buying now taking place it is thought that sales will be around the £14m. mark this year. It is noted that from the third quarter of last year sales

and orders have picked up considerably.

The major suppliers remain Dexion, Boltless Systems, Integrated Handling and Actrow. Dexion reports that exports of its products are now doing well and the company has taken advantage of favourable conditions such as the depreciation in sterling. The competition between British suppliers remains intense, with some smaller companies experiencing difficulties when up against their bigger counterparts.

Although independent consultants may be used in many cases to advise on the type of system most suitable for a particular application, the rack manufacturers also offer their expertise, which often goes far beyond the racking itself. They are able to suggest which type of automated system is best suited to their product, but ideally they must be consulted at the earliest stage of planning, if the best results are to be achieved.

The cost reductions which can be achieved from improved racking are not just from more efficient organisation of stocks, but can come from labour saving, and a reduction in crushing and damage, a high cost item where fragile and valuable goods are concerned.

There is no doubt that in the long term automated storage and warehousing systems will become more widespread, particularly with the availability of cheaper mini-computers, and companies would be wise to seek the best advice with this in mind before making important decisions.

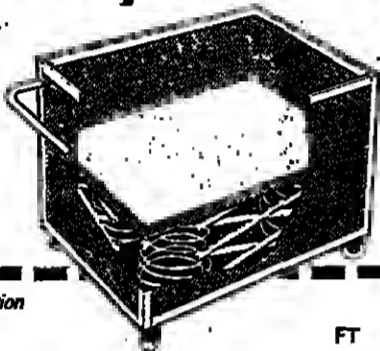
Lorne Barling



Racking can be a highly sophisticated business. In the bulk storage area at Link Paper and Supplies, the Dexion Speedlock narrow-aisle pallet racking system is 180 feet long and 37 feet high, with pick up and deposit stations at the end of each run.

Got a materials handling problem? The UTTLEY SPRING BASED TROLLEY takes a load off your mind

Here's a spring based trolley with a constant levelling device which always keeps the contents at a convenient working height. The method of construction allows great flexibility in design and so, whatever your particular problem, we can design and manufacture to meet your requirements.



Please send further information about Spring Based Trolleys.

NAME: _____ ADDRESS: _____ Post to: F. Uttley & Son Ltd, Materials Handling Prospect St, Works, Huddersfield, H01 2NU Tel: (0484) 40233/8.

Flexible financial alternatives

WITH INFLATION continuing at extremely high levels industry is faced with increasing pressure to preserve liquidity ratios in the face of rising working capital requirements. This is bound to reflect on demand for mechanical handling equipment given that the financing arrangements available are dependent on the financial position of the company and the climate in the credit industry. Moreover, there are uncertainties over production cycles and demand patterns so there is a lack of incentive to gear up production capacity.

In the circumstances it is not surprising that U.K. demand for mechanical handling equipment remains depressed. The latest report from the National Economic Development Office shows that the larger form of equipment such as lifts and escalators are particularly dull at the moment. But the forecast increase in manufacturing capital investment during the current year should lead to a gradual improvement in home demand for general mechanical handling equipment.

With demand throughout industry very patchy no one form of finance is generally acceptable. After all order books, tax positions and profits and borrowing levels are all governing factors. There are basically three forms of finance alternatives open to companies. There are the medium-term loans such as the banks, hire-purchase agreements, contract hire or leasing while more longer-term capital can be raised by equity or loan stock issues. And of course the company can finance the purchase from internal resources.

Borrowings

Borrowings from the banks on a medium-term basis is clearly attractive at the moment with interest rates at historically low levels. A prime borrower can now get money from the clearers at a rate of one to two points over base rates which comes out at 9 1/2 to 10 1/2 per cent. But interest rates can fluctuate widely and it is not always wise to be too committed to the banks for extended credit.

Anyway many of the smaller companies may not be in a position to take advantage of the current cheapness of bank borrowing. What is more it is sometimes an advantage to take out a fixed rate of medium-term debt since then the company is in the position to make accurate hedging which is essential to keep control of cash flow projections. A hire-purchase

agreement or some form of leasing or hiring arrangement would be at a fixed rate over a medium-term and these can be obtained, from the larger finance houses for in some cases through the manufacturers themselves.

While both of these transactions give the company assurance of finance over an agreed period of time and of course at a fixed price they have one basic difference, namely the tax treatment. Therefore it is the particular tax position of the company that governs just which of these financing methods has most appeal. The finance houses are always prepared to give guidance on these matters and United Dominion Trust for example has produced a useful booklet on the subject.

Under a hire purchase agreement the user of the goods becomes the legal owner of those goods when the final payment has been paid. But for taxation purposes the company is treated as if it is the outright owner from the time of taking on the equipment. This means that the company is able to take advantage of the whole of the 100 per cent first year allowance just as it would if the purchase was made for cash. By the same token if the company can qualify for any regional development grants these again would immediately become due. Of course, the company needs to be earning sufficient profits to offset the allowance against.

At the moment interest rates on hire-purchase agreements have yet to be readjusted to old differentials over bank lending. This is, however, understandable since the fall in bank rates has been sudden and a downward movement is surely on the cards. As such any company contemplating a hire-purchase deal as a means of financing new equipment purchases should really wait for this expected drop.

Leasing arrangements are more suitable to the company that is not in a position to take advantage of the 100 per cent first year allowance. Under a leasing arrangement the lessor remains the owner and at no time does the ownership pass to the user. As such the finance house, or any other form of lessor, then becomes entitled to the 100 per cent allowance and any regional development grants. If the finance house is in a position to take advantage of these allowances then some of the benefit could be passed on to the user, by way of a more competitive leasing charge. Contract hire is a form of

leasing but it also contains servicing agreements and this is mainly used when vehicles are involved. Fork Lift Trucks are one of the most common form of materials handling equipment and here rental or some form of leasing arrangement is extremely popular. Lansing Hike (rights issues of Bagnall the largest fork lift company in the U.K. has both a rental and leasing subsidiary and the number of new truck acquisitions that are made by means other than direct purchase is rising.

Long-term

H.P. agreements and leasing arrangements are acceptable for moveable and easily disposable forms of equipment but it is unlikely that these forms of finance would be available for more permanent and larger fixed capital equipment, such as conveyors. For this more expensive and fixed capital equipment the company would need to make some form of long term arrangement. Numerous companies are now making rights issues of equity to raise funds for capital expenditure programmes. The market climate is clearly healthy for

such issues. Equity value is reasonable from both the pany's position and larger firms while there is a shortage of stock in the market. This means that there is a high demand for the shares and here rental or some form of leasing arrangement is clearly if there is a dividend extremely popular. Lansing Hike (rights issues of Bagnall the largest fork lift company in the U.K. has both a rental and leasing subsidiary and the number of new truck acquisitions that are made by means other than direct purchase is rising.

A fixed term of debt is such as bank stock or debentures has not really been favoured by the companies in the past three or four years since interest rates have been extremely high but this form of fund raising could soon become attractive again.

So while the urge to increase production capacity and of course profits trends in the future is not likely to be dampened, the conditions there are no doubt of financing schemes to those who wish to make form of investment in mechanical handling equipment.

David

If you've never owned a Caterpillar Lift Truck, see what you're missing at MOVEMENT '77.

The Caterpillar stand will feature a walk-through lift truck history tracing developments from 1919 to today's 46-model range of quality trucks.

Then, if you wish, you can get more information with a trip by executive coach to the new Leicester factory complex where you can bring yourself up-to-date with all the Caterpillar claims, like:

Experience: Caterpillar's own 50 year reputation in machinery building combined with its acquisition of lift truck pioneer, Towmotor, puts a wealth of rugged knowledge behind the range.

Quality: From pioneering towing trucks in 1919, and introducing one of the first conventional lift trucks in 1933, Caterpillar now manufactures in 19 plants that includes the new Leicester lift truck facility where one out of every 7 men on the production line is devoted solely to quality control.

Engineering: Through heavy investment in development and engineering, the company now employs over 4,000 scientists and technicians in research alone.



Product Support: With 23 major parts depots, and 900 service outlets all computer-linked in 120 countries, Caterpillar's local dealer network can keep lift trucks working at peak performance throughout the world.

Range: To cover almost every conceivable materials handling task, Caterpillar offers 46 different models from 2,000 lbs. to 60,000 lbs. (1,000 to 27,300 kg) with a choice of cushion or pneumatic tyres and diesel, petrol, electric or LP Gas power.

So come to the show. Visit our new Leicester factory. And please ask your local Cat Dealer for tickets - NOW.

H. Leverton & Co. Limited. Tel: Windsor 68121. Bowmaker (Plant) Limited. Tel: Cannock 2551. Caledonian Lift Trucks. Tel: Airdrie 51111. McCormick Macnaughton (N.L.) Ltd. Tel: Belfast 59251. McCormick Macnaughton Ltd. Tel: Dublin 514222.



Copy 1/5/77

COMPANY NEWS + COMMENT

James Beattie recovers in second half

THE SECOND half of the year to January 31, 1977 at James Beattie showed a strong recovery...

INDEX TO COMPANY HIGHLIGHTS. Table with columns: Company, Page, Col., Company, Page, Col.

waivers of £85,000 (£80,000) by the joint managing directors...

from the company of revenue in excess of £5m. points to pre-tax profits over £2m...

United Scientific sees £2.4m.

REPORTING AN advance in pre-tax profits from £245,355 to £1,161,766 for the six months to March 31, 1977...

Westward TV expects £5m. revenue

NET ADVERTISING revenue of Westward Television for the half year to end January, 1977, improved from £1.89m. to £2.56m.

DIVIDENDS ANNOUNCED

Table with columns: Company, Current payment, Date, Current dividend, Total last year, Total for year.

Randalls peak £0.72m.

TAXABLE profit of wholesale distributors to the building engineer...

Increase by Advance Laundries

TURNOVER for 1976 of the British Electric Traction subsidiary Advance Laundries increased from £18.16m. to £21.85m.

THE off to good start

Shareholders in Trust Houses Forte, the hotels and leisure group...

Hoveringham chairman hopeful

In his statement with the accounts of the Hoveringham Group, chairman Mr. G. H. C. Nield...

Watts Blake upturn

The directors of Watts Blake, Beattie and Co. have prepared the company for somewhat more buoyant trading in export markets...

S. Osborn steady at halfway

SHEFFIELD-BASED makers of special steels, engineers cutting tools and steel extrusions Samuel Osborn and Co. reports pre-tax profits for the 26 weeks to March 25, 1977...

Stag turnover ahead

THE year 1977 has started well for Stag Furniture Holdings and Mr. P. V. Radford, chairman...

Green's Economiser

Steps taken by Green's Economiser Group should ensure further progress in 1977 says Mr. S. L. Green, the chairman...

Advance by London Asiatic

AFTER being up from £19.4m. to £21.6m. at halfway, pre-tax profit of London Asiatic improved from £4.9m. to £5.61m. for 1976.

Stonehill turns in £1.22m.

PRE-TAX PROFITS of domestic furniture manufacturers, Stonehill Holdings slipped from £1.33m. to £1.22m. in the year ended April 3, 1977...

Watts Blake upturn

The directors of Watts Blake, Beattie and Co. have prepared the company for somewhat more buoyant trading in export markets...

Green's Economiser

Steps taken by Green's Economiser Group should ensure further progress in 1977 says Mr. S. L. Green, the chairman...

Advance by London Asiatic

AFTER being up from £19.4m. to £21.6m. at halfway, pre-tax profit of London Asiatic improved from £4.9m. to £5.61m. for 1976.

Stonehill turns in £1.22m.

PRE-TAX PROFITS of domestic furniture manufacturers, Stonehill Holdings slipped from £1.33m. to £1.22m. in the year ended April 3, 1977...

Turnover 23,192,995, 22,753,122; Interest 1,052,282, 2,176,533; Depreciation 190,578, 194,533...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Turnover 17,122,373, 13,175,561; Rubber 9,231,257, 8,017,781; Paint and resins 2,228,625, 2,228,625...

Advance by London Asiatic

AFTER being up from £19.4m. to £21.6m. at halfway, pre-tax profit of London Asiatic improved from £4.9m. to £5.61m. for 1976.

Sales top £500 million. Strong performance overseas.

Table with columns: 1976, 1975, 000's, 000's. Rows: Turnover, Profit before tax, Earnings, Dividend per share, Basic earnings per share.

From the Statement by the Chairman, Mr. John Camden

Group profits before tax increased by 82% to £22.9 million. There was a recovery in construction industry demand in most of our overseas areas of operation...

The Annual General Meeting will be held at the Dorchester Hotel, Park Lane, London W1 on Friday, May 27 at 11.30 a.m.

To: The Company Secretary, Ready Mixed Concrete Limited, RMC House, High Street, Feltham, Middlesex TW13 4HA. Please send me a copy of the 1976 Report and Accounts.

Ready Mixed Concrete

General and Commercial Investment Trust, Limited

Performance statistics table with columns: Net asset value, F.T. Actuaries All-Share Index, Middle market price, Rate of dividends (net), Dividends on F.T. Actuaries All-Share Index.

Distribution of Investments at 28th February 1977. Table with columns: Equities and convertibles, U.K., Overseas, Fixed income.

Foreign Currency Loans. During the year we increased our foreign currency loans from \$950,000 to U.S. \$1,200,000. Throughout the year there was a surplus over the dollar borrowings...

Copies of the Report and Accounts can be obtained from Philip Hill (Management) Limited, 8 Waterloo Place, London SW1 4AY.

Handwritten note: Jpy 100 1.50

4/10/50

The Financial Times Tuesday May 10 1977

Commercial Union reaches £18m. in first quarter

Glynwed sees at least £14.6m.

REVENUE INCOME for the first quarter ended March 31, 1977, at Commercial Union Assurance Company increased by 12 per cent. to an estimated £87.2m, with over 90 per cent of this increase due to changes in exchange rates. Pre-tax profits more than doubled from £18.8m to £18.8m. The directors point out that the results cannot be taken as a guide of the year as a whole. For all 1977 pre-tax income was £116.5m and pre-tax profit £7.5m.

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held at the premises of the company. Dividends are not payable until after the meeting. Where the date is given as "see below" the dividend is to be paid on that date. **TODAY:** Leicestershire Central Manufacturing and Trading, Clifton and Small, Investors Capital Trust, Holywell, Hilliers of Central.

MONDAY: Leicestershire Investment Trust, Avon, Barr and Wallace Arnold Trust, Central and Sheppard, Richard Costain, Eastern, C. Chairman, F. C. G. G. Imperial Cold Storage and Supply, Keith P. (K. P. and E. M.), Leicestershire Property Development, Leicestershire Property Development, Leicestershire Property Development, Leicestershire Property Development.

WITH A sustained effort in exports and subject inevitably to the U.K. economy, Glynwed will at least maintain last year's pre-tax profit of £14.5m, in the current period, forecasts Mr. Leslie Fletcher, chairman, in his annual statement. There will be continuing pressures on most of the building and consumer products activities and the company has therefore put in hand a programme of television and newspaper advertising. The importance to Glynwed of home improvement is emphasised and it is its intention to give as much help as it can to the efforts of the recently established National Home Improvement Council.

P. Panto declines to £0.26m.

AFTER A decline from £200,000 to £150,000 at mid-way pre-tax profit of P. Panto and Co. fell further in the second half of 1976 and finished the year at £120,000, or £0.26 per share. Yearly earnings per 10p share are shown to have contracted from 4.51p to 3.31p and the dividend is held at 1.54p with a final payment of 0.77p net.

To-day's company meetings

Bank of Scotland, Edinburgh, 12.15. Boddingtons, Breweries, Manchester, 12. Bronx Engineering, Edgware, 12. Edgware Land and Building, 10, Old Broad Street, E.C. 2, Norwich Union, Norwich, 11.30. OH Exploration, Great Eastern Hotel, E.C. 12. Spirax Sarco, Cheltenham, 1.45. Trade Indemnity, Bow Bells House, Broad Street, E.C. 12. United Escurts, Edinburgh, 12. Zenith Burreter, Stammers, Middlesex, 12.

Automated Security prospers

Automated Security (Holdings) will continue to build on its traditional strength and the current year should see further controlled growth, maintenance of margins and a strengthened balance-sheet, Mr. Thomas Buffert, chairman, states.

"Group sales and profit are in excess of those for the same period last year."

We have increased our exports profitably and our export sales are over 50% higher than the same period last year."

Bernard Cotton, Chairman.

Unaudited results for the 25 weeks to:

	1977	1976
Sales	£900	£900
Group trading profit	18,243	15,332
Attributable earnings	1848	1393
Rate of ordinary dividend	374	341
	1p	1p
	per share	per share

Copies of the interim report obtainable from: The Secretary, Samuel Osborn & Co. Limited, P.O. Box 1, Sheffield S30 3TR

OSBORN
An international engineering group

As used results of overseas operations have been converted to sterling at the rate of 1.67 per £1. The underlying results are close to show the improvement established during 1976, members are told. In the U.K. there is an underlying loss made in the underwriting business, which, although it is not as large as in the preceding year, has been made in the underwriting results.

N. Midland Construction midway loss

Civil engineers and public works contractors North Midland Construction Company incurred a loss of £1.2m in the six-month period ending February 28, 1977 but the chairman says that the company's performance is generally good.

On April 19, 1977, it was announced that all the offers for the purchase of shares in the Investment Trust had been declared invalid. The directors are currently reviewing the situation and are expected to announce their proposals in due course.

The directors state that in view of the nature of the business, its continuing capital investment programme, deferred tax provision of £1.2m, and tax relief available against future profits, they consider that the level of deferred tax provision at December 31, 1976, is adequate. On December 8, 1976 Rights and Leases Investment Trust held 6.7 per cent. of the Ordinary and London Trust Co. 9.2 per cent.

Trading activities have been substantially curtailed. National Scrap Metals was sold in May, 1976, to an overseas buyer. Cash balances during the year increased by £45,000 compared with £40,000 bank overdraft and short term loans increased by £2.2m, against a decrease of £1.1m, and net liquid funds improved by £2.5m. (£0.67m. decrease). The group's auditors, Turquand & Barton Mayhew, state that they concur with the policy of including stocks at net selling prices, although this method is not in accordance with the relevant standard accounting practice. Meeting, 14/13, Conduit Street, May 21 at 2.45 p.m.

Farnell's growth to continue

ALTHOUGH THE general economic outlook is uncertain Mr. A. E. Long, chairman of Farnell Electronics is confident that the group can maintain its record of continuing growth, both in turnover and profitability, he tells members in his annual report. As reported on April 26 turnover rose by almost 30 per cent to £14.13m. in 1976 and pre-tax profits were nearly 60 per cent higher at £1.97m. The dividend total is lifted to the maximum permitted 3.831p net per 20p share and in the context of the £0.94m. one-for-four rights issue, the payment of 5.5p net for the current year.

Boustead set to expand

IF GEOGRAPHICAL spread and diversity of Boustead's operations creates in the plantation and on both within the group and by trading activities, a policy of expansion is being actively pursued, Mr. H. B. Roper-Caldbeck, chairman, says. Management by a substantial provision which accounts for the first quarter of 1977 indicate a sustained improvement throughout the group and progress made in particular the trading operations in Singapore and Australia. Mr. Roper-Caldbeck says that the outlook for the plantations is encouraging, with continuous steady rubber yields and a strong upward demand for palm oil. He also mentions the plan to merge the two major plantations in the U.K. operations, Mr. Roper-Caldbeck says that Cotton rings from operations in Newbold, which was acquired with East Asia Australia and in December 1976, has not performed up to expectations and its trading activities have been substantially curtailed.

RESULTS AND ACCOUNTS IN BRIEF

CLYDESDALE INVESTMENT CO.— Results for the year to 31.3.77: Total dividend £502,516 for 4th 1976-77. Tax 250,216, leaving £252,300 net. Dividend for 1977-78 £502,516, tax 250,216, leaving £252,300 net. Dividend for 1978-79 £502,516, tax 250,216, leaving £252,300 net.

JAMES FISHER AND SONS— Results for the year to 31.3.77: Total dividend £1,234,567 for 3rd 1976-77. Tax 617,283, leaving £617,284 net. Dividend for 1977-78 £1,234,567, tax 617,283, leaving £617,284 net.

JESSIE TOWNES AND CO.— Results for the year to 31.3.77: Total dividend £1,123,456 for 3rd 1976-77. Tax 561,728, leaving £561,728 net. Dividend for 1977-78 £1,123,456, tax 561,728, leaving £561,728 net.

MURFIN AND PEACOCK— Results for the year to 31.3.77: Total dividend £1,234,567 for 3rd 1976-77. Tax 617,283, leaving £617,284 net. Dividend for 1977-78 £1,234,567, tax 617,283, leaving £617,284 net.

WILSON (CONDUIT) HOLDINGS— Results for the year to 31.3.77: Total dividend £1,234,567 for 3rd 1976-77. Tax 617,283, leaving £617,284 net. Dividend for 1977-78 £1,234,567, tax 617,283, leaving £617,284 net.

MONEY MARKET

Moderate assistance

Bank of England Minimum lending Rate 8 1/4 per cent. (since April 29, 1977)

Bank of England Minimum lending Rate 8 1/4 per cent. (since April 29, 1977)

Short-term fixed period interest rates were fairly steady, with discount houses buying rates for three-month Treasury bills unchanged at 7 1/2%. Longer term rates were generally firmer however.

Rates in the table below are nominal in some cases.

	Saving Certificate deposits	Interbank	Local Authority deposits	Local Authority negotiable funds	Finance House Deposits	Company deposits	Discount bills	Treasury bills	Sight Bill	Five Year	Trade Bill
2 1/2%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%	7 3/4%
3 1/4%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%
4 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%
5 1/4%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%	7 1/2%
6 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%	7 1/4%



Even at today's interest rates, two days is a long time.

It's probably never occurred to you how much it costs you to pay your staff.

Not just the sum total of your payroll. Our concern is the amount you lose simply in transferring money from your account to theirs by credit transfer vouchers.

One day it disappears from your account. Several days later it surfaces in theirs. And in the time between the value of that money is lost to you.

At BACS, we make sure you don't suffer this loss. What we offer is a method of deferring by at least two days the transfer of funds from your account to another.

We do it through a system known as Electronic Funds Transfer (EFT).

All it involves is the preparation of a magnetic tape, by your own data processing department or a computer bureau. It's then presented to our offices, two days before you require payment to be made.

We transact the payment, where you want it, when you want it.

And we don't debit you until that date.

You can use it for more than just salaries and wages. Purchase ledger settlement is another area where we can help prevent large sums of your money disappearing overnight.

And whatever it's for, it'll be saving you at least two days' interest.

Add that up over a year of monthly transactions and you'll end up saving over three weeks' additional interest.

With weekly transactions that turns into a saving of nearly four months.

And at today's rates, if two days is a long time, four months is a lifetime.

SPONSORING BANKS.

- Barclays Bank Limited
- Lloyds Bank Limited
- Midland Bank Limited
- National Westminster Bank Limited
- Williams & Glyn's Bank Limited
- Bank of England
- Coutts & Co.
- Bank of Scotland
- Clydesdale Bank Limited
- Royal Bank of Scotland
- Co-operative Bank Limited

For further information complete the coupon below.

BANKERS' AUTOMATED CLEARING SERVICES LIMITED

Name: _____ FT 1005

Company: _____

Position: _____

Address: _____

Bank and Branch: _____

BACS

FREEPOST, Bankers' Automated Clearing Services Ltd., London, EC4B 4HP.

APPOINTMENTS

Director INDUSTRIAL DEVELOPMENT UNIT

THE DEPARTMENT OF INDUSTRY is to appoint a successor to the present Director who is due to return to the private sector on completion of his secondment.

THE Director controls a high calibre team of financial executives drawn primarily from outside the Civil Service who appraise applications for assistance under the Industry Act and negotiate terms.

THE requirement is for a record of notable achievement in industry, banking or the accountancy profession and must include proven financial expertise.

THOSE aged under 40 and earning a salary which is not well into five figures are unlikely to have the experience this appointment demands.

Individuals who wish to be considered for this appointment or organisations seeking to nominate a candidate are invited to write in complete confidence to R. T. Addis acting as adviser to the Department.

TYZACK & PARTNERS LTD 10 HALLAM STREET and LONDON W1M 6DJ 12 CHARLOTTE SQUARE and EDINBURGH EH2 4DN

TAXATION SPECIALIST

London NW1 c£6500+car

Our client, a major international engineering group exporting over half its production, is expanding its young and progressive taxation department.

The successful applicant will be engaged in a wide variety of tax work involving negotiating, research and forward planning.

If you are aged 25-35 and, having established your career in taxation, wish to broaden your experience, please telephone or write to Stephen Blaocy B. Comm., ACA quoting reference T/1514.

EMA Management Personnel Ltd Burne House, 88/89 High Holborn London WC1V 6LR 01-242.7773

RESEARCH OFFICERS

4 vacancies of varying seniority exist with a prominent management body based in London. Suitable candidates (preferably Econ or Ind Sociology, Business or Man studies graduates) will have at least 2 years post grad experience in research and report writing. Salaries are according to age and experience.

For full details of these absorbing positions ring: JULIAN CUBRAGE ON 01-437 5811 Graduate, Girls/Graduate Men

COMMODITY Appointments Ltd. Traders, Investment Administrators and Accountants, Tel. Gresham Street, 01-439 1761. FLOOR TRADER in £5,000 Commodities See Stephen Selection on Page 37.

COMPANY NOTICES

IMPERIAL CHEMICAL INDUSTRIES LIMITED NOTICE IS HEREBY GIVEN THAT the Register of 61% Unsecured Loan Stock 1977/77 will be closed with effect from June 1, 1977 for the purposes of preparing the half-yearly increase warrants payable on June 30, 1977 and repaying the stock on that date.

RECRUITMENT CONSULTANTS 35 New Broad Street, London EC2M 1NH Tel: 01-588 3588 or 01-588 3576 Telex No. 887374 This is an important position - with scope to reach the Board in the short term

JUDY FARQUHARSON LTD 7 Gresham St., EC2 PERSONNEL CONSULTANTS

BANKING, INSURANCE AND LEGAL APPOINTMENTS

Jonathan Wren Banking Appointments The personnel consultancy dealing exclusively with the banking profession. ASSISTANT OPERATIONS MANAGER c. £10,000 ASSISTANT ACCOUNTANT £ neg.

BRITISH AEROSPACE Legal Department A Solicitor or Barrister is needed for the Headquarters of the new Corporation which is to be located at Weybridge, Surrey.

Area Managers Britannia Trust Management Limited, one of the leading unit trust management companies in the U.K. with £185 million under management and 280,000 unitholders, requires an Area Manager in each of the following areas: London/South East England Manchester Birmingham/Bristol

BRITISH AEROSPACE AIRCRAFT FOR SALE COMPANY NOTICES CITATION TRADING NATIONAL BANK OF MUMBAI

CONTRACTS AND TENDERS

PETROLEO BRASILEIRO S.A. - PETROBRAS RIO DE JANEIRO - BRAZIL ANNOUNCEMENT OF COMPETITIVE BIDDING SUPLEX-02/57 1. PETROBRAS announces the opening of a competitive bidding for petroleum exploration in areas located in the Brazilian Continental Shelf.

PUBLIC NOTICES LEGAL NOTICES GOURMET COMPANY NOTICES LOCAL AUTHORITY BILLS No. 001983 of 1977 In the HIGH COURT OF JUSTICE Chancery Division Companies Court

YOUR SHARES CAN RISE IN VALUE In a remarkable way. If the tax collector often seems to be the main beneficiary of your investments, consider how some of your capital could gain a new kind of value, as help old people in great need in a wonderful way.

Handwritten note: 10/10/77

Mixed prospects for Lyle Shipping

RETURNS can be expected to materialise and while the shipping side of Lyle Shipping Company for at least the half of 1977 warns Mr. W. Wilson, the chairman in his annual report, he hopes the company will be partially protected against a steady market by the marketability of the company's vessels.

He expects improvement in the shipping market has been rationalised and the fleet performance is becoming more effective. The ships continue to be affected by current conditions, but the company's position in the world-wide economic scene before they can realise its true potential.

Fortimately four of Lyle's ships are long or medium-term contracts, which are expected to operate under a pooling agreement with the ship owners, H. Hogarth and Sons.

The insurance-broking interests expected to maintain progress in engineering should have a "better year", states the chairman.

Shareholders should be pleased by the company's performance, which was reported on April 30, group turnover and shareholders' tax for 1976 were £2,088,647 and £2,350,000 respectively. The increase in turnover was due to the entry into service of ships and operational profits were higher than last year, but rising costs, however, led to a drop in pre-tax profits.

The group's pre-tax profit of £1,372,000, a 15 per cent increase on the £1,185,000 of the previous year, was also well in excess of the depreciation book values.

Part of the fall in the amount of the surplus since the previous year is due to the sale of Cape Wrath and Cape Nelson. The surplus on these two ships has not been brought into shareholder reserves through the profit and loss account, a process which will be repeated on future sales of ships.

The remainder of the fall is due to some decline in the values of our ships owing to the current low level of freight rates.

A statement of source and application of funds shows an increase in liquid funds of £9,900, (£3,37m. decrease).

Inflation adjusted accounts show turnover of £13,010, (£11,977m) on a CPP basis, a pre-tax loss of £1,350, (£3,31m. profit) and a loss per share of 22.1p (34.6p earnings) compared with earnings of 15.7p (loss 1.7p) on an historical basis.

Mr. W. Wilson will retire at the end of the annual meeting to be held in Glasgow on June 2 at noon. He will be succeeded by Mr. Herbert A. Walkingshaw who will also be managing director.

Morris & Blakey disappoints

Disappointing first quarter 1977 results are reported by Morris & Blakey Wall Papers due to the continuing fall in real disposable income.

However, according to Mr. A. G. Morris, chairman, D-I-Y is now the third most popular activity and this, together with the trend toward increasing home ownership, gives him cause to look forward to the future with confidence.

Francis Inds. to spend £1.2m.

The directors of Francis Industries have recently approved a plan to increase expenditure programme which indicates their confidence in the future, says Mr. D. M. Saunders, chairman.

He states that it is the directors' aim to launch new products and to introduce new equipment.

Although there is little likelihood of any significant increase in demand, the group's subsidiary, United Lift Company in the near future, repair and service demand is strong and this contributes to the group's worthwhile contribution to group profits in the current year, members are told.

As already reported, pre-tax profits for 1976 surged from £9,477,000 to £13,320,000.

At December 31 West City Securities held 13.8 per cent of the ordinary and Preference shares of the group. At April 8, 1977 John James Group was interested in 22.3 per cent of the Preference shares and Jove Investment Trust 15.3 per cent.

A statement of source and application of funds shows an increase in cash of £311,033 (£167,455).

Adler. When you've something to say.

Do the letters you send look as good when they're typed as they sounded when you dictated them?

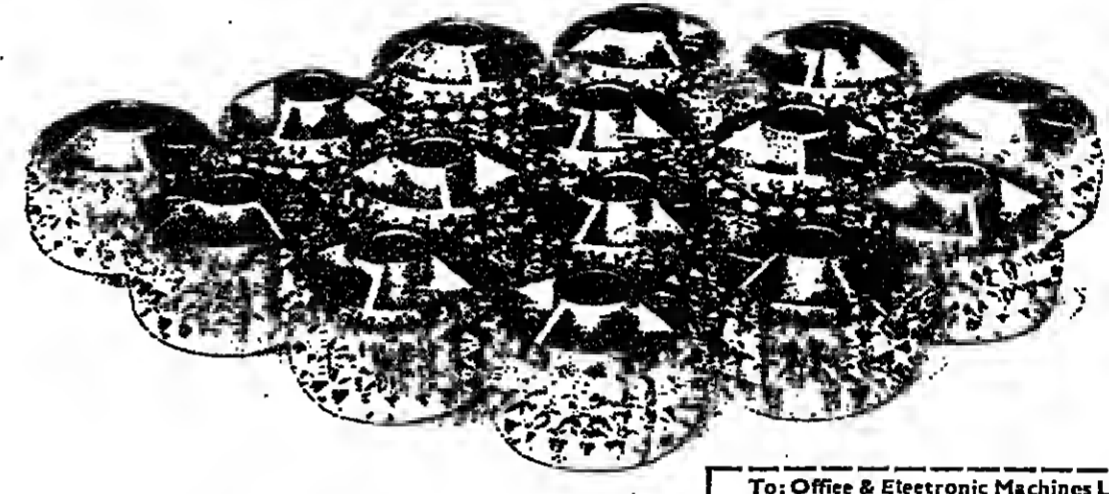
Now you can rely on the SE 1000 to do justice to your words.

Like every Adler machine, it's built to carry on the good work for years. The SE 1000 is made with fewer moving parts than other prestige single element machines. So naturally there's less to go wrong.

Your secretary will confirm that it's a joy to use. Quiet, vibration-free and fitted with an instant change cartridge that's cleaner and simpler than conventional ribbon systems. The buffered keyboard and self-cancelling functions positively help to keep mistakes down and typing output up.

There is a variety of type faces to choose from. When you feel like a change just replace the element in seconds.

Call into your nearest Adler approved SE 1000 dealer for a demonstration or fill in the coupon for our full colour brochure.



To: Office & Electronic Machines Ltd.,
140-154 Borough High St., London SE1 1LH.
Tel: 01-407 3191.

Name _____
Company _____
Address _____
City _____
Country _____
Tel. _____

GLIFFA GROUP LIMITED

Metalurgical, Mechanical, Electrical & Instrument Engineering

Results in brief

	1976	1975
Profit before taxation	1372	693
Taxation	696	354
Profit after Taxation	676	339
Dividends paid or proposed	168	153
Earnings after tax per Share	32.3p	16.2p
Net assets per Share	305p	283p

The present position justifies expectation of a further increase in profits for the current year.

Langley Alloys Limited
Hugh Smith (Glasgow) Limited
Grosvenor Hypower Limited
Brentford Electric Limited
E.N. Bray Limited
Counting Instruments Limited

General and Commercial to pay more

Present revenue estimates at General and Commercial are running at a higher level than last year, says Mr. B. A. Whitmore in his annual statement, and, in the event, it is hoped that the Board is hopeful of being able to recommend an increase in the dividend for the current year.

As known, pre-tax revenue for 1976 was £1,800,000, an increase on the £1,600,000 of 1975. This was due to a 20 per cent increase in the number of contracts awarded in 1976, which was offset by a 10 per cent increase in the cost of raw materials.

As already reported, pre-tax profits for 1976 surged from £9,477,000 to £13,320,000.

Recovery continues at Slingsby

Pre-tax profit of H. C. Slingsby for 1976 recovered from a depressed £96,805 to £153,168, but was still well short of the peak £219,864 recorded in 1974. Profit at half-time was steady at £53,857 against £52,363.

Slated earnings are up from 4.11p to 5.08p per 25p share, and the dividend total is unchanged at 2.25p with a net final of 1.63p (same).

Sales for 1976 were £2,350,000, an increase on the £2,088,647 of 1975. This was due to a 20 per cent increase in the number of contracts awarded in 1976, which was offset by a 10 per cent increase in the cost of raw materials.

ABERDEEN TRUST LIMITED

Unaudited Interim Report for Six Months ended 31st March, 1977

	31st March, 1977	31st March, 1976	Year ended 30th Sept., 1976
Gross Revenue after deducting interest and expenses	£810,193	£744,414	£1,683,097
Less: Taxation	302,079	277,854	620,542
	£508,114	£466,560	£1,062,555
Value of Net Assets	£38,458,988	£37,159,669	£35,080,705
Including full dollar premium of	4,029,393 (41%)	4,483,566 (50%)	5,353,994 (48%)

Net Asset Value per Ordinary Stock 25p unit after deducting prior charges at redemption values 160p 154p 145p

An Interim Dividend of 1.25p net per Ordinary Stock 25p unit (last year 1.167p) has been declared for the year ending 30th September, 1977, payable 24th June, 1977.

10 Queen's Terrace, Aberdeen. AB9 1QJ.
EAST OF SCOTLAND INVESTMENT MANAGERS LIMITED
Managers and Secretaries
May, 1977.

First half setback at Ben Bailey

On turnover for the six months to end December, 1976, Ben Bailey Construction dropped from £12,967 to £9,827. Tax took £47,032 against £24,660, leaving net profit of £28,777 compared with £58,307.

Slated earnings are down from 1.12p to 0.66p, and the interim dividend is cut from 0.57p to 0.30p per 10p share. The total last year was 0.81p from pre-tax profits £214,449.

ENTERTAINMENT GUIDE

OPERA & BALLET	THEATRES	CINEMAS
COLUMBIUS , 230 31st, 1977 ROYAL OPERA , 240 1068 (Garden) Court, London WC2E 9RE ROYAL OPERA , 240 1068 (Garden) Court, London WC2E 9RE ROYAL OPERA , 240 1068 (Garden) Court, London WC2E 9RE	ALPHI THEATRE , 01-636 7611 ALPHI THEATRE , 01-636 7611 ALPHI THEATRE , 01-636 7611	ABERDEEN TRUST LIMITED , 10 Queen's Terrace, Aberdeen. AB9 1QJ. ABERDEEN TRUST LIMITED , 10 Queen's Terrace, Aberdeen. AB9 1QJ. ABERDEEN TRUST LIMITED , 10 Queen's Terrace, Aberdeen. AB9 1QJ.

Hudson's Bay Company

INCORPORATED 2ND MAY 1670

Increased sales, earnings and dividend

The following are extracts from the Directors' report and the Accounts for the financial year ended 31st January, 1977.

The Company achieved increased earnings in 1976, a year which will be remembered as a difficult one for the merchandising industry in Canada. Earnings were up 12.8% to \$24,810,000 from \$22,004,000 in 1975. Sales and revenue increased by 13.4% to \$1,345,939,000 from \$1,189,530,000 the year before.

The Board has declared a semi-annual dividend of 23 1/2¢ per share, an increase of 2¢ per share over the semi-annual dividends paid in 1976.

Merchandising. The principal activities of the Company are in the merchandising sector, comprising retail, wholesale, and fur operations. Merchandising earnings before tax and interest were \$48,530,000 in 1976, up from \$46,302,000 the previous year.

Wholesale. The wholesale operation continued to grow in sales and earnings. Three new branches were opened, making a total of 36.

Fur. Increased demand for furs for fashion, as well as for their utilitarian uses have resulted in higher price levels. Our wholly-owned auction houses in Montreal and New York, together with Hudson's Bay and Amnins Limited of London (69% owned) achieved aggregate records in both sales and profit.

Natural Resources. Our earnings from natural resources were \$10,480,000 in 1976, an increase of 30.7%.

Hudson's Bay Oil and Gas Company Limited, in which we have a 21.2% interest, achieved record levels of revenues, funds generated from operations and net earnings. Net earnings were \$78,675,000, an advance of 12.8% over 1975. An aggressive exploration and development programme has been planned for 1977.

Selems Oil & Gas Ltd., in which our interest is 34.8%, reported continued growth in earnings and cash flow. Net earnings increased to \$10,646,000 (\$1.18 per share) compared with \$4 per share for the previous year. An active exploration and development programme will continue in the current year.

Real Estate. Earnings from our real estate interests in 1976 before tax and interest amounted to \$24,160,000 compared with \$15,588,000 in the previous year.

Earnings of Markborough Properties Limited, in which we have a 64.2% interest, for the year ended October 31, 1976 improved to \$9,489,000 from \$4,263,000. The most important factor in the improvement was the increased volume of land sales. Although land sales are expected to be substantial in 1977, they will not be as high as the record level of 1976. Accordingly, earnings of Markborough will be below those of 1976 but are budgeted to be above those of 1975.

Outlook. This will not be an easy year for the Company. The outlook is favourable for increased earnings from natural resources. On the other hand, because of reduced land sales, profit from real estate will be below the level achieved in 1976. In merchandising, we look for a continuation of last year's trends, with consumer spending restrained by the Anti-Inflation Programme and a sluggish economy. Much depends on the actions of the Government with respect to a personal tax cut and the ending of the controls Programme. Company management is, in our opinion, better prepared to cope with this difficult situation than it has ever been.

INTERNATIONAL FINANCIAL AND COMPANY NEWS

Geneva bank in heavy loss

By David Egli
GENEVA, May 9. THE SWISS Banking Commission has ordered the immediate closure of a Geneva private banking firm, Leclerc and Co., after a visit by commission inspectors last Friday.

N. Jernverk record setback

By Fay Gjester
OSLO, May 9. NORSK JERNVERK, Norway's state-owned iron and steel concern, made a record loss of Kr.7.6m. in 1976, after taxes and depreciation, compared with a loss of Kr.13.5m. in 1975.

P. Gummiwerke passes dividend

BY JONATHAN CARR

BONN, May 9.

PHOENIX Gummiwerke made only a modest profit last year and plans no dividend payout. Key reasons are fierce competition in a weak tyre market combined with big expenditure as the company restructures to concentrate on its successful, technical rubber products.

which were virtually unchanged. Parent company turnover totalled DM537m., slightly below the 1975 level: that of the European group DM605m., a little above.

AMERICAN NEWS

New broking merger on Wall Street

BY STEWART FLEMING

NEW YORK, May 10.

TWO MORE Wall Street stock brokers, Paine Webber Jackson and Curtis, one of the largest retail houses with branches across the country, and Mitchell Hutchins have agreed on a merger.

Shields Model Road for almost \$26m. MARATHON OIL Company expects results for this year to exceed those for 1976, when the company earned \$195.5m. or \$5.52 a share, on revenue of \$3.36bn.

Am. Standard advance AMERICAN STANDARD net earnings in the first quarter were \$24m., or \$1.24 a share, against \$20.9m., or \$1.18 a share, in the same period last year, reports Reuter. Sales were \$443.7m., compared with \$426m. The 1977 quarter net excludes \$8.6m. in extra-ordinary income tax credits.

West German companies cautious on Shah's hints

BY ADRIAN DICKS

BONN, May 9.

SUGGESTIONS by the Shah of Iran that major new industrial ventures with West German companies are imminent were greeted cautiously to-day by three of the companies concerned. But all three confirmed that contacts with Iran are continuing, and left open the possibility that several deals may reach fruition within the next few months.

In an interview with the West German mass circulation Sunday newspaper Bild am Sonntag yesterday, the Shah indicated that he favoured VW as a prospective manufacturer in Iran "because we are going to increase the petrol price and it is an economical car."

Swiss Big Three start well

BY JOHN WICKS

ZURICH, May 9.

SWITZERLAND'S three biggest commercial banks have all reported satisfactory profit levels and a further rise in total assets for the first quarter of 1977. Earnings of Credit Suisse, Zurich, exceeded expectations in all categories for business, with gross profits up by more than 10 per cent. over the corresponding period of last year, while costs were kept within budgeted levels.

Cleveland N-plants

CLEVELAND ELECTRIC ILLUMINATING COMPANY said it received permission from the Nuclear Regulatory Commission to begin above-ground construction on two nuclear power plants, AP-DJ, has reported.

Ralston purchase

RALSTON PURINA Company said it has signed a definitive agreement to purchase Stratford of Texas's Ralston assets for \$35m. in cash and \$12m. of 10-year, non-interest bearing, non-negotiable notes, reports Reuter from St. Louis.

Petrofina decline

AMERICAN PETROFINA has reported a fall in first quarter net income to \$7.5m., or 70c a share, from \$12.9m., or \$1.21 a share, in the first quarter of last year. Gross revenue was \$268.7m., against \$255.9m.

U.K. banks join SWIFT

BY DAVID BUCHAN

BRUSSELS, May 9.

THE BIG FOUR U.K. clearing banks and the Bank of England to-day took part in the first day's SWIFT operations, a co-operative operation of the computerised system for international payments that the Brussels-based Society for Worldwide Interbank Financial Telecommunications (SWIFT) has finally put into action after four years of development.

French fertiliser industry plan

BY DAVID CURRY

PARIS, May 9.

THE FRENCH Government has taken the first step towards regrouping the loss-making fertiliser industry by announcing the merger of two State-controlled companies. Negotiations are well advanced towards the parallel creation of a big private sector fertiliser group, the object of Government policy being to re-organise the industry around two large enterprises, one public and one private.

EUROBONDS

Dollar stocks weaken

By Mary Campbell

THE DOLLAR sectors of the Eurobond market continued to weaken yesterday in quiet trading conditions. Two further issues have come out, one in Roster U.S. dollars and another in Canadian dollars.

Table with columns: Bond/Stock Name, Yesterday, Friday. Includes Medium term, Long term, Convertible, and Bondtrade Index.

SOCIÉTÉ MÉTALLURGIQUE LE NICKEL-SLN

U.S. \$60,000,000 MEDIUM TERM LOAN

- Managed by BANQUE ROTHSCHILD, BANQUE NATIONALE DE PARIS, BANQUE BRUXELLES LAMBERT, BANQUE DE L'INDOCHINE ET DE SUEZ, TORONTO DOMINION BANK

- and provided by Bank of Montreal, Bank of Scotland, Banque Française du Commerce Extérieur, Banque Internationale à Luxembourg S.A., Banque de Paris et des Pays-Bas, Banque Rothschild, Banque Worms, Compagnie Financière Crédit du Nord, Société Générale, Wells Fargo Limited, Bank Oppenheim Pierson International S.A., Banque Bruxelles Lambert S.A., Banque de l'Indochine et de Suez, Banque Nationale de Paris, Banque Rivaud, Banque de l'Union Européenne, Canadian Imperial Bank of Commerce, Crédit Industriel et Commercial, The Royal Bank of Canada (France), Toronto Dominion Bank, World Bank Corporation (Wobaco)

Agent BANQUE ROTHSCHILD



April 1977

This advertisement appears as a matter of record only.



C.A. Venezolana de Desarrollo Sociedad Financiera U.S. \$12,000,000 Six-year loan

- managed by Manufacturers Hanover Limited provided by Bank of Montreal, European Arab Bank (Brussels) S.A., The First National Bank of Boston, International Mexican Bank Limited - INTERMEX - Manufacturers Hanover Limited, Manufacturers Hanover Trust Company, National Bank of North America, The Northern Trust Company, Security Pacific Bank

May, 1977

This announcement appears as a matter of record only.



THE GOVERNMENT OF FIJI

U.S. \$10,000,000 Medium Term Loan

Managed by Orion Pacific Limited

Provided by

- Bank of America N.T. and S.A., Barclays Bank International Limited, BNS International (Hong Kong) Limited (a wholly owned subsidiary of The Bank of Nova Scotia), The Chase Manhattan Bank, N.A., Citicorp International Group, The Hongkong and Shanghai Banking Corporation, National Westminster Bank Group, Orion Banking Group, WestLB International S.A.

Agent for the Banks Orion Pacific Limited

Handwritten note: [copy to 1250]

4700 1250

INTERNATIONAL FINANCIAL COMPANY NEWS

VME-Stork aid offer increased

BY MICHAEL VAN OS AMSTERDAM, May 9. The Dutch RSV shipbuilding and heavy engineering company's successful bid for the financial support of the Dutch Government...

Financial problems at Kanematsu

BY CHARLES SMITH. TOKYO, May 9. JAPAN's number eight general trading company Kanematsu-Gosho started talks six months ago with the Bank of Tokyo on ways to tide over its current financial difficulties...

Hutchison move to control Swift

BY JAMES FORTH SYDNEY, May 9. IN A TWO-pronged move, the Hutchison International group of Hong Kong is moving to acquire outright control of Sydney-based manufacturing and trading group, Swift and Co. Hutchison plans to sell two Hong Kong trading companies to Swift, followed by a partial takeover offer.

S. AFRICA MONOPOLY POLICY

Tightening the rules

BY BERNARD SIMON IN JOHANNESBURG. AFTER MORE than two decades of only loose control over corporate competition, the South African Government is shortly to consider tighter anti-monopoly rules.

Tightening the rules

BY BERNARD SIMON IN JOHANNESBURG. The Commission's concern stems from the "exceptionally high" degree of concentration of economic power in South African business as well as the growing concentration of power in Government departments to control companies...

Ovenstone payment

BY OUR OWN CORRESPONDENT JOHANNESBURG, May 9. OVENSTONE INVESTMENTS, the Cape-based fishing conglomerate, has reduced its annual dividend from 10 cents to 8 cents a share. Whilst this cut was unexpected by the market it contradicts a number of assertions by the company's chairman and its managing director that the 10 cent pay-out would be maintained.

Asia \$ revival plan

BY H. F. LEE SINGAPORE, May 9. BANKS in Singapore together with the Monetary Authority of Singapore (MAS) will shortly be launching a fresh attempt to revive the market in the Asia dollar market...

SELECTED EURODOLLAR BOND PRICES

Table with columns: Bid, Offer, Bid, Offer. Lists various Eurodollar bonds such as Newfoundland 9pc 1988, Alcan Australia 9pc 1988, etc.

Advertisement for Manufacturers Hanover Leasing Canada Limited. Features a logo with 'H' and 'M' and text: 'Can. \$25,000,000 Manufacturers Hanover Leasing Canada Limited 8 1/2% Guaranteed Notes due May 15, 1982'.

\$522m. by rights at OUB

BY OUR OWN CORRESPONDENT SINGAPORE, May 9. THE OVERSEAS UNION BANK (OUB) group has announced changes following the group's disclosure of improved earnings for every five years and a profit for last year.

World Banking Corporation S.A.

Providing Worldwide Financing. A wholly owned subsidiary of Wobaco Holding Company S.A. - Luxembourg. The Wobaco Group, established 1963, Banking, Investment and Trust Offices: Luxembourg, Nassau, London, Grand Cayman, Jersey.

WALL STREET OVERSEAS MARKETS FOREIGN EXCHANGES \$ & £ improve GOLD MARKET

Off another 3 on profit-taking

BY OUR WALL STREET CORRESPONDENT

FURTHER SMALL losses were recorded on Wall Street today following additional light profit-taking. The Dow Jones Industrial Average lost another 3.6 to 252.09 and the NYSE All Common Index shed 16 cents to 854.15.

A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today. Last Friday, U.S. Steel, the nation's fourth largest steelmaker, led the move to higher prices.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

International Mining jumped another 4.4m. shares to 162.3m. A price increase by U.S. Steel \$1 to \$20.00 on Pacific Holding aggravated Wall Street's concern about inflation today.

Although the Council on Wage and Price Stability avoided direct characterisation of the U.S. Steel's action as good or bad, said the higher steel prices — if they stick — are likely to make cars and major appliances, more expensive later this year.

Investor confidence was already shaken last Friday when the Government reported a 13.2 per cent. annual rise in the April Wholesale Price Index.

MONDAY'S ACTIVE STOCKS

Table with columns for Stock Name, Price, Change, and Volume. Includes stocks like American Steel, International Mining, etc.

OTHER MARKETS

Canada moves up

The cut in Canadian bank rate from 8 to 7.5 per cent. end the

Indices

Table showing various stock indices including NYSE, Dow Jones, Toronto, and others with their respective values and changes.

OVERSEAS SHARE INFORMATION

Large table listing various international stocks with columns for Stock Name, Price, Change, and Volume. Includes sections for New York, Canada, and other regions.

NEW YORK, May 9

COPENHAGEN — Generally higher in moderate dealings. Bonds were slightly up, insurance sharply higher. Commodities mixed, as were Industrials.

VIENNA — Quietly steady. OSLO — Industrials and Bankings were slightly easier, while insurance and Shippings were quiet.

TOKYO — Prices dipped in moderate trading. Volume 160m. shares. Petrochemicals, pharmaceuticals and some Motors were lower.

AMSTERDAM — Shares fell over a broad front, with Hoogovens down Fls.1.4 to Fls.38.6 in Dutch Industrials.

BRUSSELS — Mostly lower in a quiet market. In Foreign stocks, U.K., German and Canadian shares were lower.

GERMANY — Shares were generally higher in moderate dealings. Bonds were slightly up, insurance sharply higher.

TOKYO — Prices dipped in moderate trading. Volume 160m. shares. Petrochemicals, pharmaceuticals and some Motors were lower.

AMSTERDAM — Shares fell over a broad front, with Hoogovens down Fls.1.4 to Fls.38.6 in Dutch Industrials.

BRUSSELS — Mostly lower in a quiet market. In Foreign stocks, U.K., German and Canadian shares were lower.

FOREIGN EXCHANGES

Table showing exchange rates for various currencies including Gold, Silver, and other international rates.

SPECIAL DRAWING RIGHTS RATES

Table showing Special Drawing Rights (SDR) rates for various countries and currencies.

EXCHANGE CROSS-RATES

Table showing cross-rates between major currencies like the Dollar, Pound, and others.

EURO-CURRENCY INTEREST RATES

Table showing interest rates for various Euro-currency deposits and loans.

FORWARD RATES

Table showing forward exchange rates for various currencies.

BRASIL

Table showing stock prices and other financial data for Brazil.

JOHANNESBURG

Table showing stock prices and other financial data for Johannesburg.

INDUSTRIALS

Table showing industrial stock prices and other financial data.

SPAIN

Table showing stock prices and other financial data for Spain.

GOLD MARKET

The absence of any currency agreement at the summit meeting held in London at the week-end helped the U.S. dollar to advance in the foreign exchange market.

GUILDER



STOCKHOLM

Table showing stock prices and other financial data for Stockholm.

MILAN

Table showing stock prices and other financial data for Milan.

VIENNA

Table showing stock prices and other financial data for Vienna.

COPENHAGEN

Table showing stock prices and other financial data for Copenhagen.

AMSTERDAM

Table showing stock prices and other financial data for Amsterdam.

BRUSSELS

Table showing stock prices and other financial data for Brussels.

Additional financial data and market commentary at the bottom of the page.

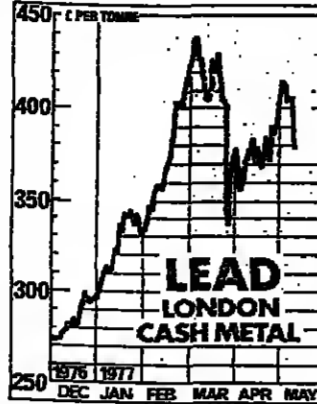
FARMING AND RAW MATERIALS

Hong Kong starts trade in futures

PHILIP BOWRING
HONG KONG, May 9.
FOR SOME four years discus-

Heavy drop in lead hits London metal markets

BY JOHN EDWARDS, COMMODITIES EDITOR
A SURPRISE fall in lead prices triggered off a general decline on the London Metal Exchange yesterday.



Call to ban NZ dairy import

BY OUR COMMODITIES STAFF
A CALL for a complete ban on all New Zealand butter and cheese imports to Britain was made yesterday by the Dairy Trade Federation.

Tea prices continue to decline

BY Peter Bullen
TEA PRICES continued to decline at the London auctions following the previous week's falls of 13p to 25p a kilo demand for most teas was still weak at the Tea Brokers' Association auctions yesterday.

EEC hurdles still to be cleared

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT
THERE ARE eight statutory marketing boards for agricultural products in the United Kingdom. Five of them handle products in all or part of Wales; three in Scotland and one in Northern Ireland.

Beef shortage warning

THE COMMON MARKET levy has imported into the U.K. non-EEC countries could be a severe shortage of beef later this year, Mr. George Lemass, newly elected president of the National Federation of Meat Traders, said yesterday.

Call to ban NZ dairy import

BY OUR COMMODITIES STAFF
A CALL for a complete ban on all New Zealand butter and cheese imports to Britain was made yesterday by the Dairy Trade Federation.

Sharp falls in coffee and cocoa

BY OUR COMMODITIES STAFF
COFFEE PRICES continued their downward trend on the London futures market yesterday. The market moved sharply lower with the second position falling below £3,000 a tonne for the first time since February.

Hop quality

The Wool Marketing Board is unlikely to be interfered with either for sheep-meat or wool so far. Wool as an industrial raw material does not receive Community preferences.

Ray of hope

Commission officials have said in all other member countries except Ireland. This means that the great bulk of the distributive trade, which buys supplies from the system, it would be unlikely to wish to rock the boat by importing supplies even on a marginal basis.

U.S. CORN CROP MAY BE RECORD

WASHINGTON, May 9.
CORN (maize) production in the U.S. could reach a record 10.5 billion bushels, given good weather, the U.S. National Corn Producers Association said here.

Israeli citrus exports by air

BY OUR OWN CORRESPONDENT
TEL AVIV, May 9.
FOR THE FIRST TIME in its history, the Israeli Citrus Marketing Board is airfreighting fruit to European markets.

NEW HUNT SOYA AFFAIR MOVE

CHICAGO, May 9.
A Federal Appeals Court reinstated an earlier court order that prohibits the Hunt family from selling or delivering more than 3m bushels of soybeans this month.

Direct sales

But there are obstacles. The Commission in Brussels insists that the milk boards at all levels be constituted as legal entities. Some sections of farmers here, particularly near towns, might give the chance to sell directly to distributors and not have to have their milk pooled with supplies from farmers far away.

Direct sales

But there are obstacles. The Commission in Brussels insists that the milk boards at all levels be constituted as legal entities. Some sections of farmers here, particularly near towns, might give the chance to sell directly to distributors and not have to have their milk pooled with supplies from farmers far away.

COMMODITY MARKET REPORTS AND PRICES

Table with multiple columns for various commodities like Gold, Silver, Copper, Zinc, Lead, Tin, and their prices in London and other markets.

COFFEE

Table showing coffee prices for various types like Arabica and Robusta, with columns for price and change.

PRICE CHANGES

Table listing price changes for various commodities such as Metals, Grains, and Oils.

U.S. Markets

Table showing U.S. market prices for Soybeans and Copper, including futures and spot prices.

ASE METALS

Table detailing prices for various metals like Gold, Silver, and Platinum, with columns for price and change.

RUBBER

Table showing rubber prices for different grades and origins, including columns for price and change.

WOOL FUTURES

Table listing wool futures prices for various grades and origins, with columns for price and change.

SOYABEAN MEAL

Table showing soyabean meal prices for different grades and origins, including columns for price and change.

Advertisement for 'Floor Trader' with contact information for Stephens Selection, including address and phone number.

CLASSIFIED ADVERTISEMENT RATES

Table showing rates for classified advertisements, including columns for line length, duration, and cost.

SILVER

Table showing silver prices for various grades and origins, with columns for price and change.

SUGAR

Table showing sugar prices for different grades and origins, including columns for price and change.

JUTE

Table showing jute prices for various grades and origins, with columns for price and change.

COCOA

Table showing cocoa prices for different grades and origins, including columns for price and change.

LONDON COMMODITY CHARTS

Table showing London commodity charts for various metals and grains, with columns for price and change.

GRAINS

Table showing grain prices for various types like Wheat, Barley, and Oats, with columns for price and change.

MEAT/VEGETABLES

Table showing meat and vegetable prices for various types, including columns for price and change.

FINANCIAL TIMES

Table showing financial times data, including columns for date, price, and change.

REUTERS

Table showing Reuters data, including columns for date, price, and change.

Form for classified advertisements, including fields for name, address, and phone number.

Form for classified advertisements, including fields for name, address, and phone number.

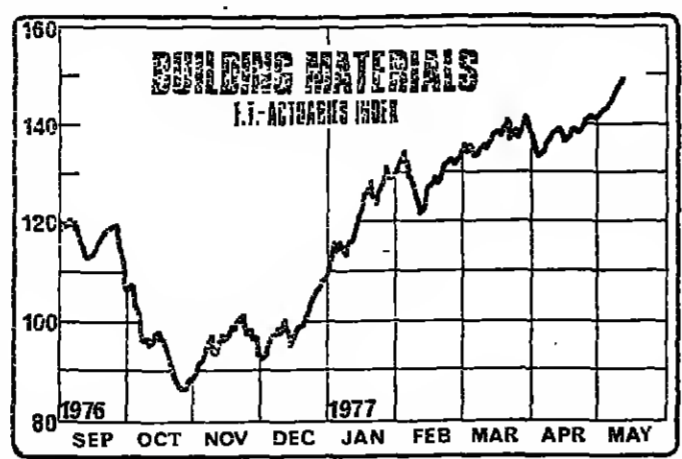
Form for classified advertisements, including fields for name, address, and phone number.

Form for classified advertisements, including fields for name, address, and phone number.

Equities close at best after wholesale price indices
Share index up 4.1 at 454.2 and Gilts end above worst

Account Dealing Dates
First Dealing Last Dealing
23 May 5 May 6 May 17 May 18 May 19 May 20 May 21 May 22 May 23 May 24 May 25 May 26 May 27 May 28 May 29 May 30 May 31

Travis and Arnold, which rose 11 to 107p on the earnings' confident annual review. Silt on Thursday by last week's disclosure that London Brick has a near 10 per cent shareholding, 4, and R. Johnson-Richards' title put on 6 more to 235p, while buying in front of today's preliminary results left Richard Costain 8 1/2 pence at 206p. Press comment drew buyers' attention to J.B. Holdings, which improved 3 1/2 to 57p, and to the 23p bid for Nottingham Brick put on 5 to 100p as did SGB, to 85p. AP



after the recent sharp rise on news of the bid discussion... stamp concern. Other issues, however, made fresh headway in active trading. Hilliards responded to Press comment with a rise of 10 to 175p while improvements of around 3 were seen in Kwik Save, 192p and William Low, 87p. Adda International continued firm in Hotels, bordering a 10 per cent rise to 29p, while Press mention of ultimate bid attractions, Wheeler's Restaurants were raised 10 to 130p in a thin market and other firm activity included Brent Walker, 2 up at 28p, and J. Borel, three points better at 25p.

speculative rise of 11. Distributors continued to attract a reasonable business and closed with widespread gains. Godfrey Davis featured with a rise of 10 to 48p, while improvements of 2 1/2 were seen in E. Perry, 86p and Charles Hurst, 60p up.

The group's North Sea oil potential continued to attract buyers to Thomson, which advanced steadily to close a further 28 up at an all-time peak of 580p. Other North Sea participants edged forward and improvements of 3 and 5 respectively were recorded in Associated Daily Mail A, 283p. In Paper/Printings, Bemrose fared well at 65p, up 6, while Chapman and Company (Bathurst) put on 5 to 70p.

Most of the rise in the miscellaneous industrial leaders took place in the late dealings. Beecham were again outstanding at 470p, up 10. Tupper and Newall rose 4 to 187p, while Glaxo firmed 5 to 503p. Unilever traded firmly at 502p, up 4, in front of today's figures for the first quarter. Revived bid hopes left Gallenkamp 11 to the good at 310p, but disappointed with the preliminary figures for the first quarter. Revived bid hopes left Gallenkamp 11 to the good at 310p, but disappointed with the preliminary figures for the first quarter.

FINANCIAL TIMES STOCK INDICES
Table with columns for various stock indices and their values.

HIGHS AND LOWS
Table showing high and low prices for various stocks.

Properties firm
Selective buying interest was demanded in restricted markets. Demand in restricted markets lifted Hammonds, 17p to 48p and Imry 5 to 15p. News of the sale of six investment properties in France for £18.9m to a Dutch company prompted a fresh gain in 5 in Berkeley Hambro to 104p. Interest revived in Regional, which put on 6 to 35p, while demand continued for Samuel, up 12 to 230p for a two-day gain of 28 on further demand in a restricted market. P and O Deferred were active and penny firmers at 147p. Charles Nichols and Connors firmed 2 to 44p following the annual report. Leaders to make modest headway included MEPC, 3 dearer at 94p, and Land Securities, 2 higher at 192p.

Overseas Traders made modest headway, S. and W. Beristoff rose 4 to 205p, while Booker Mils and Securities, 2 higher at 192p. The oil leaders traded firmly with BP improving 6 to 818p and Shell 4 to 544p. Elsewhere, Tripart control were outstanding at 17p, up 11 on North Sea speculation, while Sibens (UK) advanced 6 to 112p and Lasso improved 5 to 320p. Favourable week-end Press mention left Berry Wiggins 2 dearer at 42p.

Subdued Mines
Mining share markets began the week on a subdued note with business down to a minimum. South Africa Golds showed an easier tendency reflecting the placing by the latter of 80,000 shares of the company's Ordinary 20p; the shares opened at 25p and closed at 27p, following a responsible number of Financials contributed a fair share of firm activity. S. Pearson rose 3 to 164p, while Dawson Day put on 3 to 122p.

Home Banks active
The big four banks began the week actively and took last week's useful rally a stage further. Midland rose 2 1/2 to 290p and Barclays gained 7 to 257p as did National Westminster, to 235p, but Lloyds were only 3 harder at 235p. Bank of Scotland put on 5 to 245p. Discounts improved in places with Allen Harvey and Rose up 10 to 400p and Alexander's 5 dearer at 220p. A firm market of late on its voluntary liquidation plans, G. R. Dawes rose 8 to 125p, while Bryals put on 10 to 345p ahead of their first-quarter announcement to-morrow. Press comment helped Phoenix move up 3 to 220p and White Sun Alliance improved 11 to 455p.

Gilts above worst
Continuing uncertainty over the authorities' attitude towards short-term interest rate trends losses of between 5 and 7 were seen in Durban Deers and West Rand Consolidated at 220p and 118p respectively. The Gold Mines index eased 0.1 to 134.9. Premium incomes lifted prices of overseas-registered Financials but they, too, suffered from lack of interest. Coal-oriented stocks, however, caught the modest support which left "Amcoal" 10 better at a year's high of 515p and Transvaal Consolidated Lead 3 up at a high of 211p. Otherwise, Anglo American rose 5 to 230p ex-dividend and US Investments put on 4 to 188p.

considerable support for Hawker which featured Engineering with a fresh jump of 28 to 836p. Vickers improved 5 to 175p and Tubes 4 to 418p, but recent bid favourite, John Brown could only manage a penny improvement to 102p. Secondary issues paraded numerous firm features with Courage comment prompting gains of 8 and 9 respectively in Duclife Steels, 138p, and Edrn, 146p. Wadkin ended 5 up at 100p after the chairman's annual statement and speculative demand left Concentric 4 to the good at 40p. GHP were a like amount dearer at 146p as were Simon, at 194p. Trevor Palliser, 55p, and Laird, 72p, did both put on 5, while Maitland International gained 8 to 134p and Bousler rose 3 to 21p.

comment directed attention to Group Lotos, which improved 3 to 36p, while Mann and Overton benefited for a similar reason and rose 5 to 114p. Kwik-Fit moved up 5 in 60p in front of today's preliminary figures. Dowry, 149p, put on 2 and Turner, following the company's decision to end its 14-year link with the Green Shield trading

WE CAN CUT YOUR COMPANY'S COSTS
Have you ever calculated how much time and money is spent in setting up and administering your Company's charitable giving programme?
It could be costing you a lot more than you think.
The Charities Aid Foundation will do it all for you at virtually no cost, leaving you in full control of how much you give, when you give, and to whom you give it.
TAX BENEFIT
Your Company need never give to charity out of taxed income. Use the CHARITIES AID FOUNDATION and all your Company's charitable giving will be tax-privileged, even those spontaneous donations to disaster funds and special appeals.
So your Company can maintain its present giving at less cost... or you can give even more to charity without it costing your Company a single extra penny.
Please send for our booklet "The Business Side of Giving to Charity" or any others below that may interest you.

Shopkeepers' president
THE NATIONAL Chamber of Trade, reporting more than 250,000 shopkeepers throughout the country elected its first woman president—Miss Mildred Head, 65—at its annual conference in Brighton yesterday.
Miss Head, a member of the Price Commission and the Retail Consortium, urged the Government on behalf of small traders over VAT rates and profit restrictions. She runs a furniture store at Sudbury, Suffolk.

BASE LENDING RATES
Table listing various banks and their lending rates.

RECENT ISSUES
Table listing recent stock issues with details on price and volume.

ACTIVE STOCKS
Table listing active stocks with their current prices and changes.

OPTIONS TRADED
Table listing options traded with details on the underlying assets and prices.

FT—ACTUARIES SHARE INDICES
These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table showing FT-Actuaries Share Indices for various equity groups and sub-sections, including CAPITAL GOODS, DURABLES, and FINANCIAL GROUP.

Table showing Fixed Interest rates and yields for various instruments.

Table showing New Highs and Lows for 1977, listing various stocks and their prices.

Table showing Rises and Falls Yesterday, listing stocks that moved up or down.

Handwritten note: JAY 10/50

AUTHORISED UNIT TRUSTS

OFFSHORE AND OVERSEAS FUNDS

Table of authorised unit trusts including categories like British Life Office Ltd, British Overseas Airways Corp, and various international and domestic funds.

Table of offshore and overseas funds including categories like Fidelity Mgmt & Res. (Bda) Ltd, Kamp-Gee Management Jersey Ltd, and various international and domestic funds.

Unit Trust Notebook No.12 Withdrawal Plans. Detailed text explaining withdrawal plans, how they work, how they are taxed, and what type of fund to choose.

Table of unit trusts and funds, including sections for British Life Office Ltd, British Overseas Airways Corp, and various international and domestic funds.

INSURANCE, PROPERTY, BONDS

Table of insurance, property, and bond products including categories like Abney Life Assurance Co. Ltd, General Portfolio Life Ins. Co. Ltd, and various life and property insurance policies.

CLIVE INVESTMENTS LIMITED. Advertisement for Clive Investments Limited, providing contact information and details about their services.

INSURANCE BASE RATES. Advertisement for insurance base rates, providing information on property growth and other insurance-related services.

INDUSTRIALS

Table of industrial stocks including companies like A.A. A., A.P. A., and others, with columns for stock price and other financial metrics.

FT SHARE INFORMATION SERVICE

DRAPERY AND STORES—Continued

Table listing drapery and stores companies such as Debenhams, Next, and others, with their respective stock prices.

ELECTRICAL AND RADIO

Table listing electrical and radio companies including Philips, GPO, and others, with their stock prices.

CHEMICALS, PLASTICS

Table listing chemical and plastic companies such as ICI, Shell, and others, with their stock prices.

ENGINEERING, MACHINE TOOLS

Table listing engineering and machine tool companies including BHP, GKN, and others, with their stock prices.

FOOD, GROCERIES, ETC.

Table listing food and grocery companies such as Unilever, Borden, and others, with their stock prices.

HOTELS AND CATERERS

Table listing hotels and caterers companies including Whitbread, and others, with their stock prices.

BUILDING INDUSTRY—Continued

Table listing building industry companies such as Bovis Lend Lease, and others, with their stock prices.

CINEMAS, THEATRES AND TV

Table listing cinema, theatre, and TV companies including Rank, and others, with their stock prices.

DRAPERY AND STORES

Table listing drapery and stores companies including Debenhams, Next, and others, with their stock prices.

ENGINEERING, MACHINE TOOLS

Table listing engineering and machine tool companies including BHP, GKN, and others, with their stock prices.

FOOD, GROCERIES, ETC.

Table listing food and grocery companies such as Unilever, Borden, and others, with their stock prices.

HOTELS AND CATERERS

Table listing hotels and caterers companies including Whitbread, and others, with their stock prices.

AMERICANS

Table listing American companies such as IBM, General Electric, and others, with their stock prices.

Exporting is easier with PAYMENT IN STERLING advertisement, featuring a globe and text about international trade.

BRITISH FUNDS

Table listing British funds such as Treasury, and others, with their performance metrics.

BANKS AND HIRE PURCHASE

Table listing banks and hire purchase companies including NatWest, and others, with their stock prices.

INTERNATIONAL BANK

Table listing international banks such as Citibank, and others, with their stock prices.

COMMONWEALTH & AFRICAN FUNDS

Table listing commonwealth and African funds including Anglo-African, and others, with their stock prices.

BEERS, WINES AND SPIRITS

Table listing beer, wine, and spirit companies such as Heineken, and others, with their stock prices.

FOREIGN BONDS & RAIS

Table listing foreign bonds and rais including various international securities, with their prices.

AMERICANS

Table listing American companies such as IBM, General Electric, and others, with their stock prices.

Handwritten note: 100/100 1:50

Handwritten note: "Copy to 1:50"



MINES-Continued table with columns: High, Low, Stock, Price, Div, Yield, %

AUSTRALIAN table with columns: High, Low, Stock, Price, Div, Yield, %

TINNS table with columns: High, Low, Stock, Price, Div, Yield, %

OVERSEAS TRADERS table with columns: High, Low, Stock, Price, Div, Yield, %

COPPER table with columns: High, Low, Stock, Price, Div, Yield, %

MISCELLANEOUS table with columns: High, Low, Stock, Price, Div, Yield, %

RUBBERS AND SISALS table with columns: High, Low, Stock, Price, Div, Yield, %

TEAS table with columns: High, Low, Stock, Price, Div, Yield, %

SRI LANKA table with columns: High, Low, Stock, Price, Div, Yield, %

AFRICA table with columns: High, Low, Stock, Price, Div, Yield, %

CENTRAL RAND table with columns: High, Low, Stock, Price, Div, Yield, %

EASTERN RAND table with columns: High, Low, Stock, Price, Div, Yield, %

FAR WEST RAND table with columns: High, Low, Stock, Price, Div, Yield, %

O.F.S. table with columns: High, Low, Stock, Price, Div, Yield, %

INDUSTRIALS-Continued table with columns: High, Low, Stock, Price, Div, Yield, %

MOTORS, AIRCRAFT TRADES table with columns: High, Low, Stock, Price, Div, Yield, %

PROPERTY-Continued table with columns: High, Low, Stock, Price, Div, Yield, %

TRUSTS-Continued table with columns: High, Low, Stock, Price, Div, Yield, %

TRUSTS-Continued table with columns: High, Low, Stock, Price, Div, Yield, %

TRUSTS-Continued table with columns: High, Low, Stock, Price, Div, Yield, %

SHIPPING, REPAIRERS table with columns: High, Low, Stock, Price, Div, Yield, %

SHIPPING table with columns: High, Low, Stock, Price, Div, Yield, %

SHOES AND LEATHER table with columns: High, Low, Stock, Price, Div, Yield, %

SOUTH AFRICANS table with columns: High, Low, Stock, Price, Div, Yield, %

TEXTILES table with columns: High, Low, Stock, Price, Div, Yield, %

NEWSPAPERS, PUBLISHERS table with columns: High, Low, Stock, Price, Div, Yield, %

PAPER, PRINTING, ADVERTISING table with columns: High, Low, Stock, Price, Div, Yield, %

PROPERTY table with columns: High, Low, Stock, Price, Div, Yield, %

TOBACCO table with columns: High, Low, Stock, Price, Div, Yield, %

TRUSTS, FINANCE, LAND table with columns: High, Low, Stock, Price, Div, Yield, %

FINANCE, LAND, etc. table with columns: High, Low, Stock, Price, Div, Yield, %

DIAMOND AND PLATINUM table with columns: High, Low, Stock, Price, Div, Yield, %

REGIONAL MARKETS table with columns: High, Low, Stock, Price, Div, Yield, %

OPTIONS 3-month Call rates table with columns: High, Low, Stock, Price, Div, Yield, %

DIAMOND AND PLATINUM table with columns: High, Low, Stock, Price, Div, Yield, %

Notes section regarding financial data and market conditions

Notes regarding regional markets and currency exchange

Notes regarding options and call rates

Notes regarding diamond and platinum prices

Notes regarding regional market data

Notes regarding options and call rates

Notes regarding diamond and platinum prices

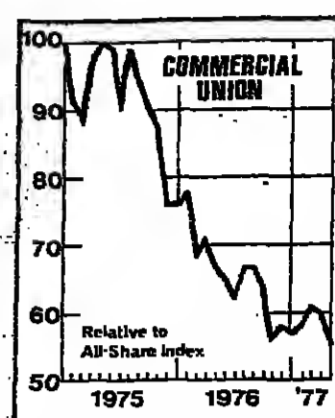
Notes regarding regional market data

Notes regarding options and call rates

Notes regarding diamond and platinum prices

CU's road to recovery

Index rose 4.1 to 454.2



After a brief hesitation around mid-day share prices continued to move higher yesterday...

Commercial Union

First quarter figures from Commercial Union point to a substantial recovery in profitability in the current year.

But the longer term problems remain the same. Premium income this year could rise by £150m or more...

Export Finance

The Government's decision last year to encourage U.K. export financing in foreign currencies...

However, an equally important delaying factor has been the sheer complexity of the documentation involved...

France 'not bound by nuclear decisions'

BY REGINALD DALE, EUROPEAN EDITOR

FRANCE will not necessarily consider itself bound by the conclusions of the new study on nuclear non-proliferation which is to be set up after the week-end's Downing Street summit...

Owen briefing

M. Giscard said that Mr. Carter had supported France's decision to help President Moutoua of Zaïre repel the invasion of Shaba province last month.



President Jimmy Carter is flanked by Mr. James Callaghan and Chancellor Helmut Schmidt at the end of a four-power meeting at 10 Downing Street yesterday.

West warns Russia over 1971 agreement on Berlin

BY PAUL LENDVAI

The three powers will continue to reject all attempts to put in question the rights and responsibilities which France, the U.S., the U.K. and the Soviet Union retain relating to Germany as a whole...

City's status

The Chancellor was convinced that Mr. Jimmy Carter, U.S. President, M. Valery Giscard d'Estaing, French President, and Mr. James Callaghan, Prime Minister, shared his opinion with regard to the high quality of their exchange of opinions.

Big stores study Green Shield

By Elinor Goodman, Consumer Affairs Correspondent

INTERNATIONAL STORES, the British American Tobacco subsidiary, said yesterday that it is interested in taking up about 100 of the 700 Green Shield Trading Stamp franchises...

Vorster may make Namibia concession

BY QUENTIN PEEL WINDHOEK, May 9

Government including representatives from each of 11 ethnic groups and established a second tier of ethnic representative councils retaining significant powers.

In secrecy

The talks with the diplomats, representing Britain, France, Canada, West Germany and the U.S., were held in strict secrecy, the delegations agreeing not to issue any substantive statements.

Weather

U.K. TO-DAY

ENGLAND and Wales will start dry in E. Cloud in parts of W. will increase, with rain spreading E. during the day. Hill and coastal fog in W. and S. Cloudy with rain at times in Scotland and N. Ireland.

BUSINESS CENTRES

Table with 2 columns: City and Temperature (C/F). Rows include Beirut, Bakers, B Aires, Cape Town, Frankfurt, Helsinki, H. Rome, J. Burns, Melbourne, Milan, Moscow, New York, Perth.

HOLIDAY RESORTS

Table with 2 columns: City and Temperature (C/F). Rows include Ajaccio, Bakers, Bonifacio, Cambrils, Capri, Cortina, Dobruvka, Faro, Funchal, Larnaca, S. Sanjay.

Prime help local government

Can County Councils improve their borrowing requirements by cash flow controls? Some Councils believe so...



The Liner Concrete Machinery Co. Ltd. Park Road, Gathead, Tyne and Wear NE8 3HR. Tel: 0622-772501

Steelmakers to re-draft price plan

BY IAN HARGREAVES

EUROPE's steelmakers will meet again in Brussels in the next few days to start re-drafting the first stage of the Davignon price-level plan, which only became effective yesterday.

Details of the plan were published in the Official Journal of the European Communities yesterday. It provides for voluntary minimum reference prices for six groups of products...

Without these minima, the journal states, steelmakers' returns will be so low as to jeopardise future restructuring of the industry...

The Davignon plan has two main aims: to increase and stabilise steel prices within the Community to assist ailing European steelmakers...

But yesterday, both the British Steel Corporation and the British Independent Steel Producers' Association said they were selling steel in the home market...

Dissatisfaction about the price levels varies from country to country, but the West Germans in particular are thought to have hacked strongly Britain's case for higher reference prices.

Minimum

The feeling from those countries which argue that the new EEC prices are too low is that Viscount Elizabeth Davignon, the EEC Industry Commissioner...

Boib BSG and BISPA said last night that they expected their officials to join in negotiations to re-set price levels very soon...

Port Talbot strikers to consider talks offer

BY CHRISTIAN TYLER, LABOUR CORRESPONDENT

THE FIRST positive move for leaders had travelled to the EPTU offices at Hayes, Kent after requesting a meeting with Mr. Chapple...

Leaders of 560 electricians and auxiliaries on unofficial strike for nearly seven weeks will report to a mass meeting tomorrow...

They were told by Mr. Frank Chapple, general secretary of the union, at the EPTU headquarters yesterday that the BSC was ready to talk to the union...

Output of steel valued at over £40m. has been lost since the plant shut down and 6,700 other workers have been made idle...

Output of steel valued at over £40m. has been lost since the plant shut down and 6,700 other workers have been made idle...

Labour rebels firm on devolution Bill

BY RICHARD EVANS, LOBBY EDITOR

LABOUR REBELS on devolution and the Government stayed as far apart as ever last night after a special meeting called to discuss the resurrection of the Scotland and Wales Bill.

A dozen Labour back-benchers, who led the successful rebellion against the devolution legislation in February, met Mr. Michael Foot, the Minister in charge of the Bill...

Ministers still regard the devolution issue as vital to prospects in the next election.

But the marked lack of support for any re-drafted Bill among its own back-benchers still raises doubts on the Government's ability to get devolution legislation on to the Statute Book.

Rumours

The Government now seems certain of Liberal support for a strengthened Bill, but also needs a number of Labour rebels to capitulate before the legislation can succeed.

Mr. Foot apparently told them that the Cabinet commitment to devolved assemblies in Edinburgh and Cardiff was as strong as ever...

It was also undecided, he emphasised, whether to introduce

50-nation link

BRITAIN yesterday became the first nation to have direct telephone dialling with 50 countries...